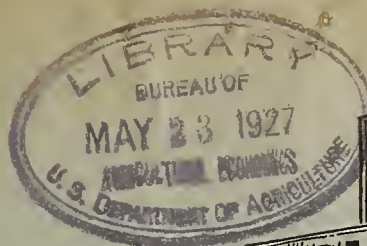


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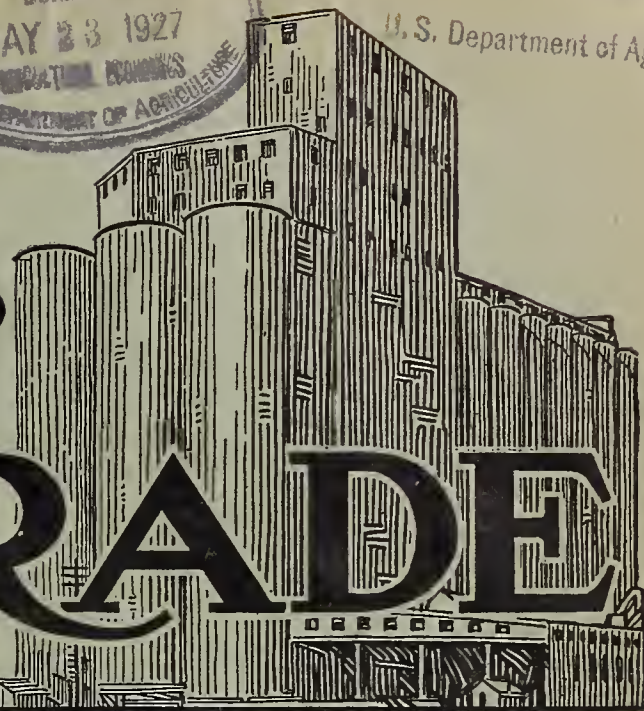




# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE



Printed in U. S. A.

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879

Established 1882

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLV

431 South Dearborn Street, Chicago, Ill., May 15, 1927

NO. 11

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

### McKenna & Strasser

#### GRAIN

60 Board of Trade  
CHICAGO

GRAIN DRIERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



ROTARY DRIERS  
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Successors to

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110 S. Dearborn St. Chicago, Ill.

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### BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed. MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost for this protection?

### THE KENNEDY CAR LINER & BAG COMPANY

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Canadian Factory at Woodstock, Ontario

### Caldwell Products

Car Spotters, Bearings, Shafting, Pulleys, Gears, Chains, Wheels, Helicoid Conveyor and Accessories, Belt Conveyors, Chain Conveyors, Elevator Buckets, Boots and Casings.

## Caldwell Helicoid Conveyor

ROLLED from a single strip of metal, assuring a strong continuous flight, that is easily cleaned, and offers no interference to normal flow of material—no laps or rivets used.

Helicoid conveyor overcomes all disadvantages of the sectional type, where sanitation is of importance.

Stocked in many cities all over the country; you can get prompt shipment.

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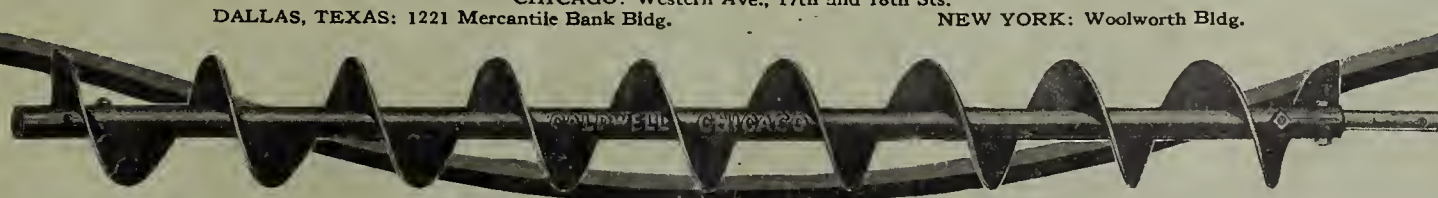
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DALLAS, TEXAS: 1221 Mercantile Bank Bldg.

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## "THE CLIMAX" SCOOP TRUCK

CAPACITY { 200 Lbs. Coal  
                  { 2½ Bushels Grain

Can easily add Twenty-Five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars.

Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements. Why not order now and let the Scoop-Truck be giving itself to you?

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

Patented July 30, 1907

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Executive Offices and Factories  
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Manufacturers of Mechanical Rubber Goods of all kinds.  
Specialists on Conveyor and Elevator Belting

Branches in leading cities of the United States





## *Another Famous Installation of Diamond Grain Belts*

IN connection with the huge grain tanks built by The John S. Metcalf Company for

THE KELLOGG COMPANY  
(of corn flakes fame)

at Battle Creek, Michigan, there are nine Diamond Rubber Grain Belts to handle the grain, and in the elevator building one "Man Hoist" Belt by which employees may be lifted from one floor to another.

10 BELTS AGGREGATING 2,732 FT.

This is another illustration of the fact, that Diamond Rubber Belts are the selection of the successful, experienced buyer—the buyer who demands the maximum in quality, efficiency and economy.

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Atlanta	Boston	Kansas City	New York	Philadelphia
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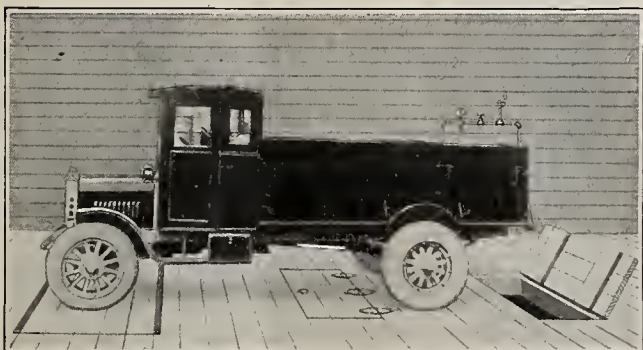
*Rubber Belting* ♦ *Hose · Packing*



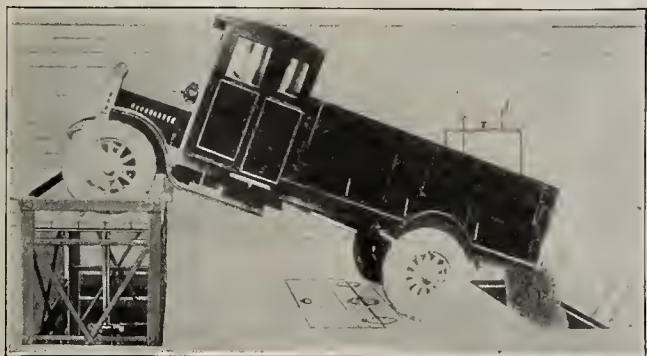


# Beat your competitor, with a dependable, quick-dumping

## *Kewanee* All Steel Truck Lift



Just drive a truck, wagon or sled on to the Kewanee. Turn on the air and the lift rises quickly and smoothly.



Before the lift rises the safety guard automatically encloses the wheels. They can't be pulled off. And when the lift is raised there is no crack between it and the elevator floor into which a horse can get his foot.

While your competitor is fussing around trying to dump one wagon or truck in the old fashioned way—*you can dump several.* No farmer wants to wait around to get rid of his load. He won't need to at your elevator if it is Kewanee equipped.

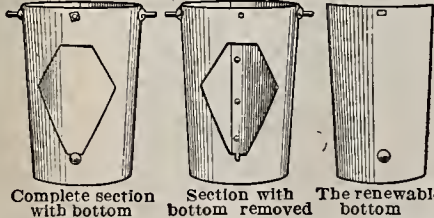
If your competitor has some other lift you'll still have the edge. For no other truck dumping device operates as quickly as a Kewanee. And there is no other device that has the ruggedness and safety of a Kewanee.

### DUMPS TRUCKS, WAGONS OR SLEDs—QUICKLY—EASILY

Many users have said their Kewanee is worth every cent it cost just for dumping wagons.

Installed it costs no more (and usually less) than any other reliable device. Yet you get such features as All Steel, Roller Bearing Construction and a Kewanee Built Compressor that can be immediately "serviced," at very little cost, at any Ford Station.

#### Save the cost of whole new Spouts



Use a Kewanee Renewable Bottom Spout and when the bottom wears slip in a new one. We guarantee each Kewanee section to wear out 12 bottoms and the bottoms are made from a special analysis steel—tough and long wearing. If you wore out a set of bottoms every year the replacement cost would be little—renewable bottoms for 8" size and smaller cost about 37½ cents. And it's far less expensive to buy new bottoms than to replace entire spouts or try to patch them.

#### *Kewanee* RENEWABLE BOTTOM *Grain Spout*

Order One  
on Trial

Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We will ship you a Kewanee. Use it a month, six months or a year. If it's not satisfactory to you return it and we'll refund your money.

Use coupon at the right

#### *Kewanee Implement Company*

1062 Commercial Street  
KEWANEE, ILLINOIS

Gentlemen:

Without any obligation I would like Blue Prints and Prices on a Kewanee Truck Lift for my elevator.

Also: Send me, on trial, a Kewanee Renewable Bottom Grain Spout.

Length of Spout wanted.....feet

Outside diameter of my down spout.....inches

Round.....: Square.....:

Name .....

Address .....



**SPEED****Pneumatic  
Conveying of Grain****Economy**

From ox-cart to aeroplane, speed and economy were the watch-words of transportation.

Among methods for unloading and conveying grain, either from boats or freight cars, some do it fairly well, a few better than others, and MIAG—you should know this System.

Just as the automobile is pushing old Dobbin off the road, MIAG, the Pneumatic Conveying System, has won and is continually winning a very friendly position among men who appreciate speed and economy in handling grain. From the pioneer days of pneumatic conveying of grain—twenty years ago—through all its various phases, MIAG has met conveying

problems in a way that has gratified users of this System in different parts of the world.

It's well to remember: At no extra cost, MIAG engineers will work out modern proposals for plants and flow sheets for building and modernizing Mills and Elevators.

MIAG engineers are ready to meet your particular problems.

**AMERICAN MIAG CORPORATION** Designers Engineers Manufacturers

**MIAG**

Liberty Bank Bldg.

Buffalo, N. Y.

### Pneumatic Conveying Advantages

Nozzle picking up grain where it lies, eliminates shoveling.

Fewer workmen are required. No dust. Sanitary condition increases efficiency of men. No fire hazard.

No danger to workmen. No movable parts as in bucket elevators.

Easily adjusted to all conditions. Conveying ducts can be placed according to requirements of harbor, elevator or mill.

Weather conditions have no effect on the conveying operation.



Nozzle Picking Up Grain  
Floating Pneumatic Conveying Plant  
in European Harbor





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## GRAIN HANDLING EQUIPMENT

### WHITE'S GRAIN CAR DOOR OPENER



A few of the  
Weller Products

Apron Conveyors  
Belt Conveyors  
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Mixing Conveyors  
Spiral Conveyors  
Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Barrel Elevators  
Sack Elevators  
Elevator Spouts  
Loading Spouts  
Dock Spouts  
Truck Dumps  
Wagon Dumps  
Hoppers  
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Car Pullers  
Rope Drives  
Pulleys  
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Friction Clutches  
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Etc.



### SAVES TIME—SAVES LUMBER

No complicated parts to get out of order

Strong and substantially constructed  
Made entirely of forged steel  
Will last a life time  
Quickly and economically installed  
Operated by one man  
Under full control of the operator  
Does not interfere when loading as it can be  
swung out of the way and hooked to the wall

Comments from some of the users:  
"We find that it is one of the best devices of  
this kind we have ever tried."  
"Your Car Door Opener is all that you claim  
for it."  
"The fact that we have ordered another is the  
best indication of the satisfaction we got out of  
the first one that we ordered and might add, are  
still getting service we are highly satisfied with."

Send for Car Door Opener Circular



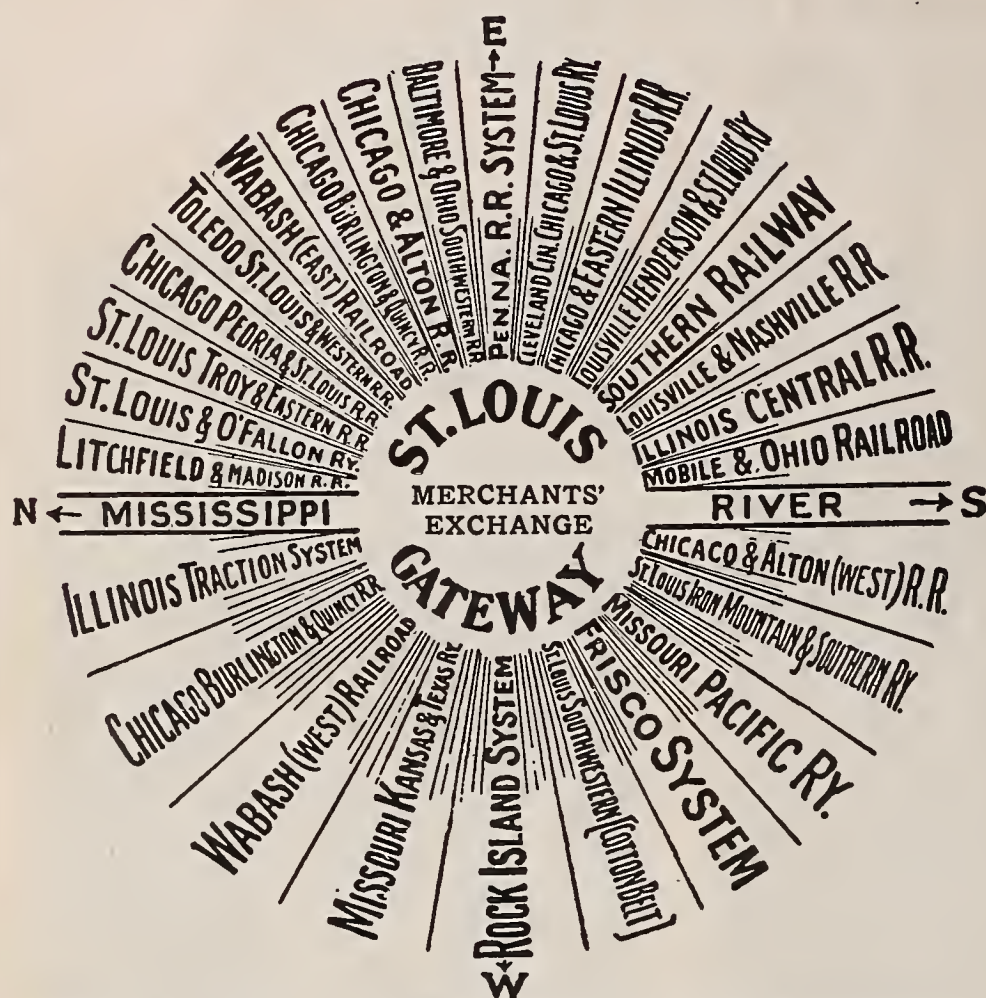
Weller Made Spiral Conveyors—Give the Service—Write for Prices

# WELLER MFG. CO.

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# ST. LOUIS, MO.



**Within a radius of 25 Miles—Center of Corn Production.**  
**Within a radius of 250 Miles—Center of Oat Production.**  
**Within a radius of 135 Miles—Center of Farm Area.**  
**Within a radius of 100 Miles—Center of Farm Valuation.**  
**Within 175 Miles—Center of Population, United States.**

# St. Louis One of the Greatest Primary Grain Markets in the United States

# More than One Hundred Million Bushels of Grain Received Annually

# Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

## *St. Louis Leading Consignment Market in United States*

## Nanson Commission Co.

(INCORPORATED)  
**GRAIN AND HAY**

## 202 Chamber of Commerce

**Write Us for Full  
Information on  
St. Louis Markets**

## ST. LOUIS

## Consignments a Specialty

# Toberman Grain Company

## GRAIN. HAY AND SEEDS

A long established house, energetic, enterprising and alert for your interests.

*Let us handle your consignments*

### 300 Merchants Exchange

**ST. LOUIS, MO.**

## “THE CONSIGNMENT HOUSE OF ST. LOUIS”

**GRAIN, HAY and GRASS SEEDS**  
**Picker & Beardsley Com. Co.**  
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## Successors to

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# MARSHALL HALL GRAIN COMPANY

HANDLED ON COMMISSION  
BOUGHT TO ARRIVE  
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## For Milling Wheat Come to St. Louis

Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

### The Winter Wheat Market





Buffalo Elevator Bucket



Steel Screw Conveyor



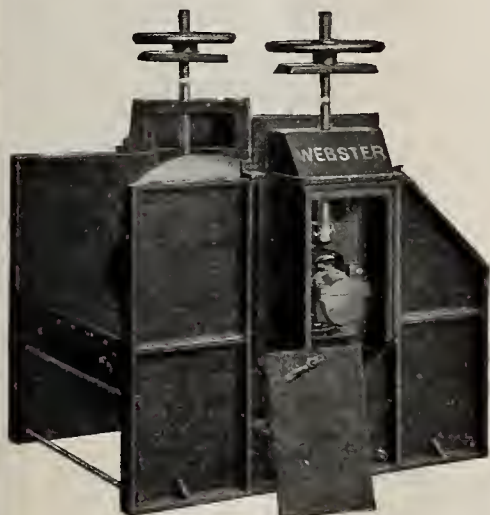
Empire Elevator Bucket



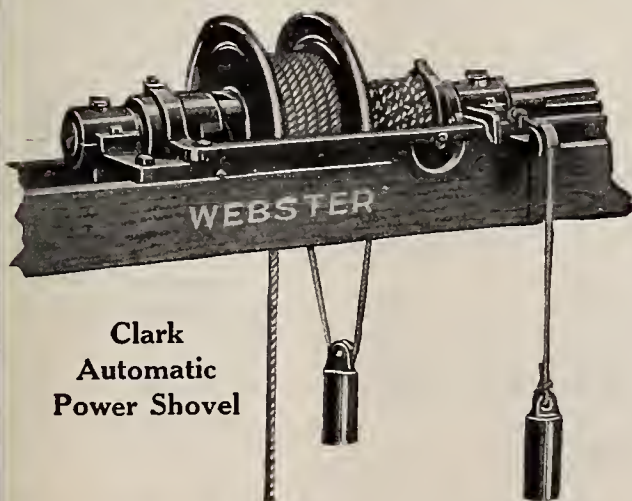
Mosher Bag Holder



Champion Flour Scoop



Elevator Boot

Clark  
Automatic  
Power Shovel

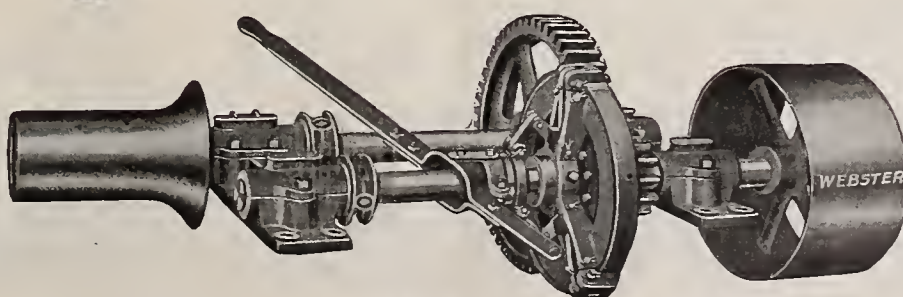
Sprocket Wheel



Hercules Grain Scoop



Salem Elevator Bucket



Car Puller



Minneapolis "V" Elevator Bucket

## Webster Grain Handling Equipment

WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.

**THE WEBSTER MFG. COMPANY**

1856 N. Kostner Ave.

**CHICAGO**





"Eureka" - "Invincible" Grain Cleaning Machinery



Single Machine

## "EUREKA" "INVINCIBLE" GRAVITY SEPARATOR

*familiarly known as the*  
**NEEDLE SCREEN**

Ideal for separating slim grains and small seeds from fat kernels. In its descent, the grain tumbles over a series of vibrating needle screens. Seeds and thin, light, underweight kernels drop through the spaces between the needles. The larger, heavier, sound grain rides over the ends of the needles and comes out CLEAN.

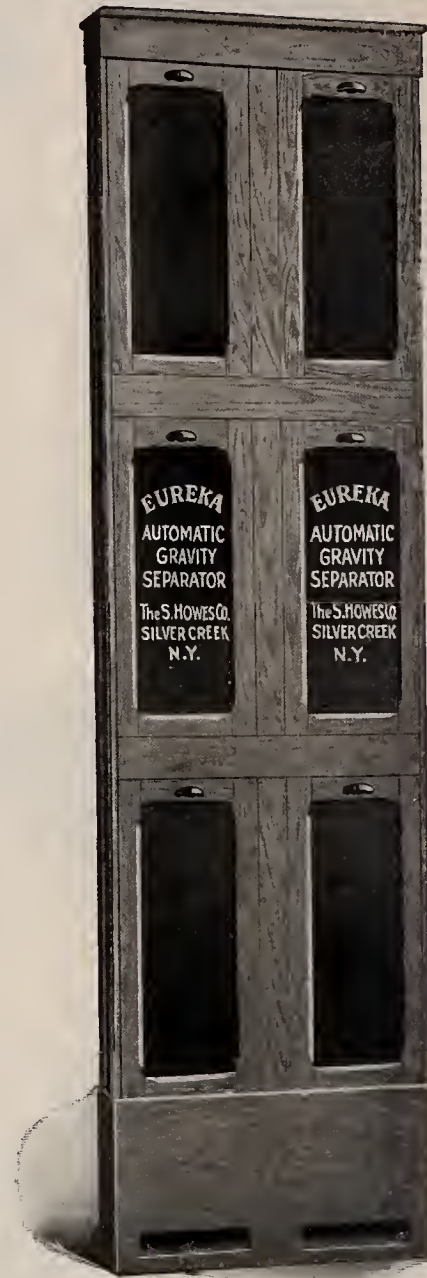
**Gravity and Vibrating Needles do the work**

The vibrating needles prevent clogging or filling up of the screens.

**Self-acting      Requires no power      No moving parts**

A splendid machine for separating

**Wild Oats, Immature Kernels, Seeds, etc.**



Double Machine

# Light Barley

*Manufactured by*

**WORLD'S LARGEST PRODUCERS OF HIGH GRADE  
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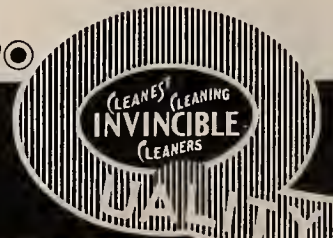
Strong-Scott M'fg. Co., 413 So. Third St., Minneapolis, Minn.

## S. HOWES CO., Inc.

### INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY



European Branch: 64 Mark Lane, London, E. C. 3, England





## In America's Finest Elevators

CORN, processed in the Peoria, Ill., plant of the Commercial Solvents Corporation, is the basis of every foot of moving picture film made in this country. What was formerly a large distillery is used by the company, but new storage was required and a modern elevator erected by the M. A. Long Company of Baltimore.

The new storage unit is of the most up-to-date design and equipment. Power transmission is by Morse Silent Chain Drive. Continuous supply to the machines which convert the corn into hasaton and butyl alcohol is necessary, and with Morse Drives there is no danger of power transmission failure.

Morse Drives are 98.6% efficient, positive, flexible, ideal for short centers. One-tenth or 5,000 H. P., the same dependable results are possible.

Publication No. 28 illustrates and describes many applications of Morse Silent Chain Drives in prominent elevators. Address the nearest office for a copy.



Plant of the Commercial Solvents Corporation, Peoria, Ill.

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# INDIANAPOLIS

## Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

### Movement of Grain During the Year 1926

	Receipts	Shipments
Corn . . . . .	16,736,000 bushels	12,082,000 bushels
Oats . . . . .	8,558,000 bushels	7,956,000 bushels
Wheat . . . . .	5,405,000 bushels	2,627,000 bushels

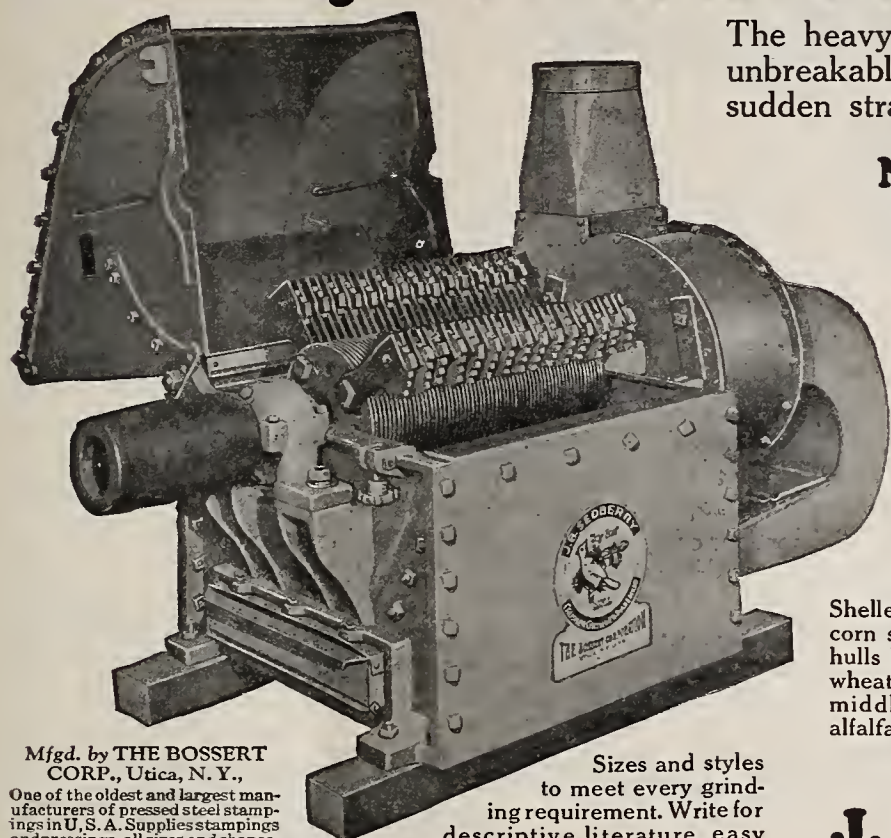
The following Receivers and Shippers are members of  
Indianapolis Board of Trade

<b>HAYWARD-RICH GRAIN COMPANY</b> COMMISSION AND BROKERAGE 414-415 Board of Trade Building	WM. R. EVANS, President    GEO. H. EVANS, Sec.-Treas. <b>Midwest Elevator Company</b> Incorporated BOARD OF TRADE	FOR SERVICE—EFFICIENCY—COURTESY SHIP TO <b>HART-MAIBUCHER CO.</b> Consignments and Sales to Arrive
<b>THE CLEVELAND GRAIN &amp; MILLING CO.</b> OPERATING FOUR TERMINAL ELEVATORS <i>Mighty Good Consignment Service</i> Ed. K. Shepperd, Manager	<b>WALLACE-GOOD CO.</b> Grain, Stocks, Cotton <i>Operating the James E. Bennett &amp; Co. Wire</i> Room 118, Board of Trade Bldg.	<b>H. E. Kinney Grain Co.</b> COMMISSION—BROKERAGE
<b>THE LEW HILL GRAIN COMPANY</b> <b>G R A I N</b> COMMISSION, BROKERAGE    Phone Main 3886		<b>The Bingham Grain Company</b> Receivers and Shippers of <b>G R A I N</b>



# Finest Grinding—Biggest Capacity Lowest Operating Cost—Longest Life

## The "Jay Bee" Will Outlast Any Feed Mill Made



Mfgd. by THE BOSSERT  
CORP., Utica, N. Y.,  
One of the oldest and largest man-  
ufacturers of pressed steel stamp-  
ings in U. S. A. Supplies stampings  
and pressings, all sizes and shapes,  
made from steel, copper, aluminum, and other  
metals to Automotive, Electrical Washing  
Machine, and many other industries.

Sizes and styles  
to meet every grind-  
ing requirement. Write for  
descriptive literature, easy  
terms, etc.

The heavy plate-steel construction of the "Jay Bee" mill makes it practically unbreakable. Steel has four times the tensile strength of cast iron. Shocks and sudden strains to which a mill is subject will break cast iron—but not steel.

### No Heat—No Friction—Reduces Fire Hazard

The "Jay Bee" has no burrs, knives, gears, rolls, nor breaker plates to wear, dull or break—or heat the grain. Steel hammers, with 16 cutting edges, grind the material in suspension. No heat. No friction. Prevents explosions. Reduces fire hazards.

## "JAY BEE" Crusher—Grinder—Pulverizer

### Grinds Anything Grown to Any Degree of Fineness

Shelled corn, ear corn, with or without husks on, corn stalks—any hay or roughage—oats so fine hulls lose their identity, finest pig meal—whole wheat to whole wheat flour—bran to fineness of middlings—screenings to lose their identity—alfalfa hay to alfalfa meal.

The "Jay Bee" meets every grinding requirement. Its superior grinding will increase your present business—and attract new customers from ten to twenty miles around you. Hundreds of milling plants have increased their business, decreased their cost, added to their profits with a "Jay Bee". So can you.

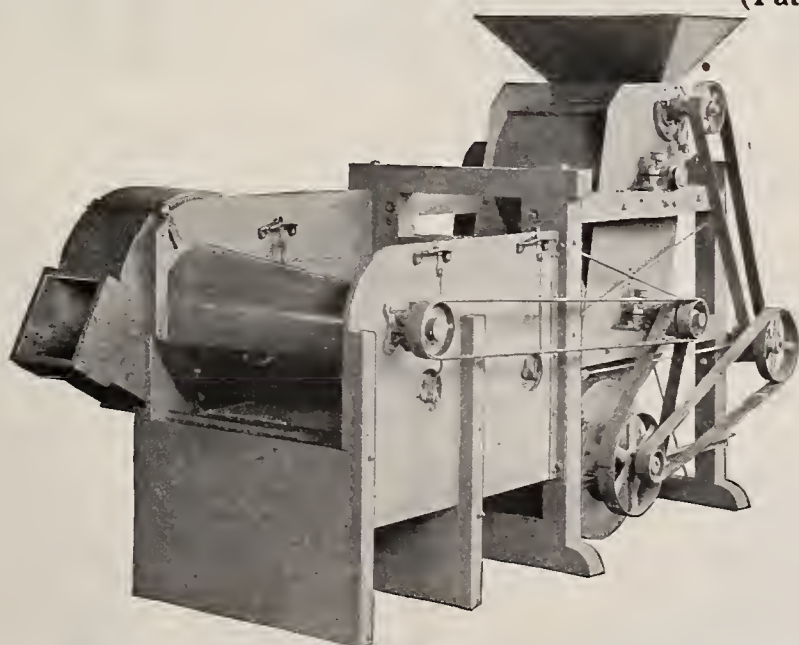
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## THE STANLEY OAT HULLER

(Patent Pending)



A Profit Maker  
for  
Mills and Elevators

Produces Oat Groats Suitable  
for Animal and Chicken Feeds.

**HULLS OATS THOROUGHLY—SEPARATES KERNELS FROM HULLS**  
EFFICIENT LARGE CAPACITY SMALL POWER

Full particulars and samples upon request

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**BARNARD & LEAS MFG. CO.**

**MOLINE, ILLINOIS, U. S. A.**

Sole Manufacturers

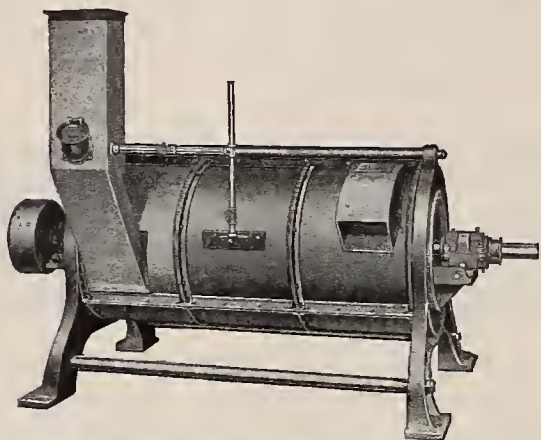
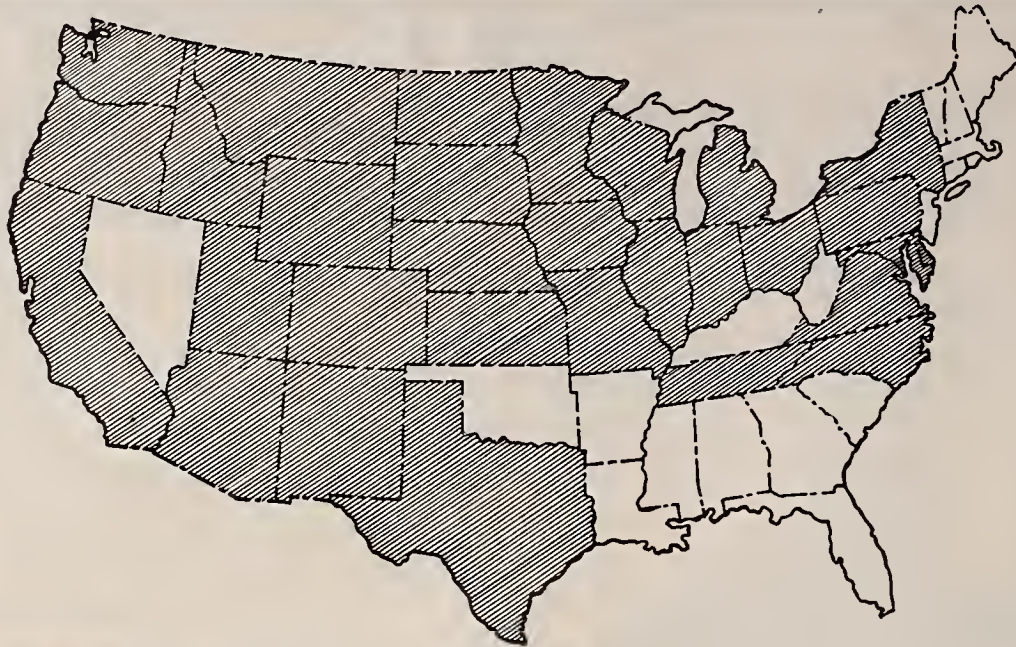
Established 1860

Southwestern Representative

S. H. STOLTZFUS

2021-2023 Pennsylvania Ave., Kansas City, Mo.





THE NEW MODEL SINGLE CYLINDER  
WOLF-DAWSON WHEAT WASHER  
AND DRIER

## Study—

No, it isn't necessary to study the map—just a glance is sufficient—to see how the Wolf-Dawson Wheat Washer and Drier dominates the wheat-growing sections of the U. S.

The shaded portions of the map show those states in which the washer is being used—and profitably too—by all types of mills and elevators.

A Post Card will bring complete information about this new model single cylinder Wolf-Dawson Wheat Washer and Drier. Address inquiries to Department G.

**THE WOLF COMPANY**  
CHAMBERSBURG, PA.

## When in CHICAGO

Enjoy your stay—at the superb new

# MORRISON HOTEL

The Tallest Hotel in the World  
Forty-six Stories High

Closest in the City to Offices, Theatres,  
Stores and Railroad Stations

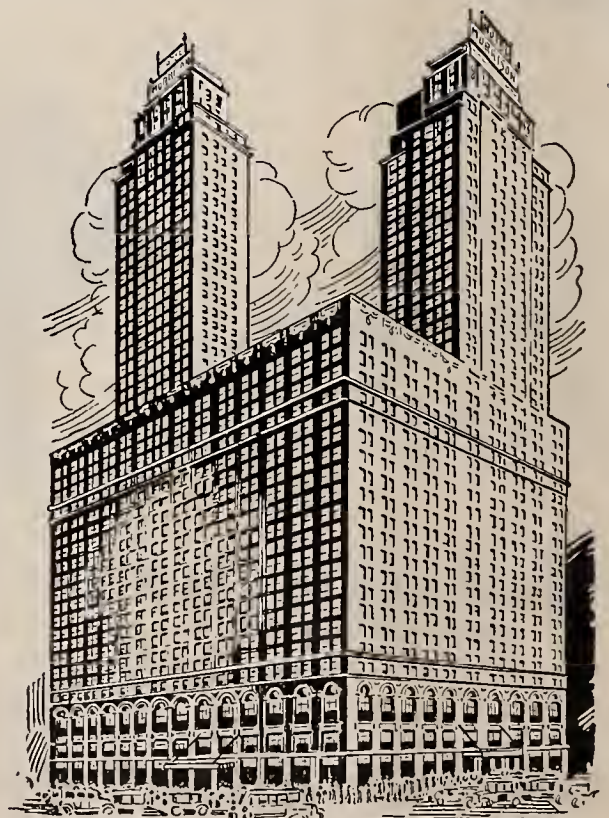
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**1944 Rooms, Each with Bath**

*Lowest Rates*

**A**LL rooms are outside, each with bath, running ice water, bed-head lamp, and Servidor. A housekeeper is stationed on each floor. All guests enjoy garage service. The famous Terrace Garden entertainments are broadcast daily from WSWs.

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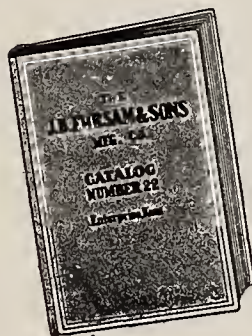


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Eagle Milling Co., Edmund, Okla.  
W. J. Lawther, Dallas, Texas.  
Acme Milling Co., Oklahoma City, Okla.  
Kimbrell Milling Company, Ft. Worth, Texas.  
Liberty Mills, San Antonio, Texas.

*The above elevators built by*

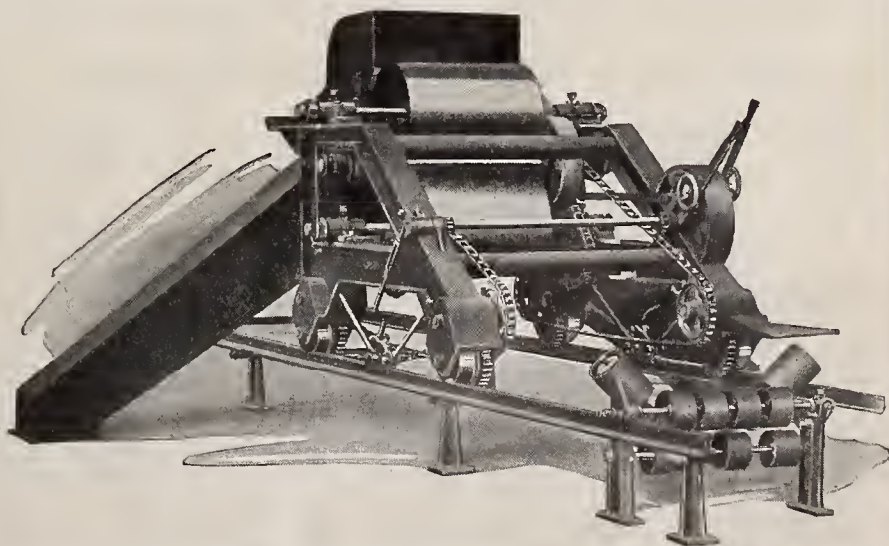
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Expert Ehrtson Engineers are always glad to counsel and advise in connection with Grain Handling and Milling Equipment problems. Why not write us today.

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Manufacturers of Machinery for Flour Mills;  
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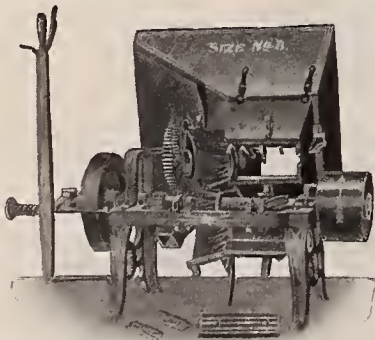
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COUNTRY GRAIN ELEVATORS**Our long experience as a builder of elevators insures you an  
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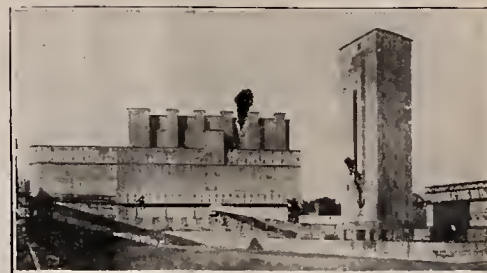
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Chicago & North Western Railway Elevator  
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Capacity 6,400,000 Bushels  
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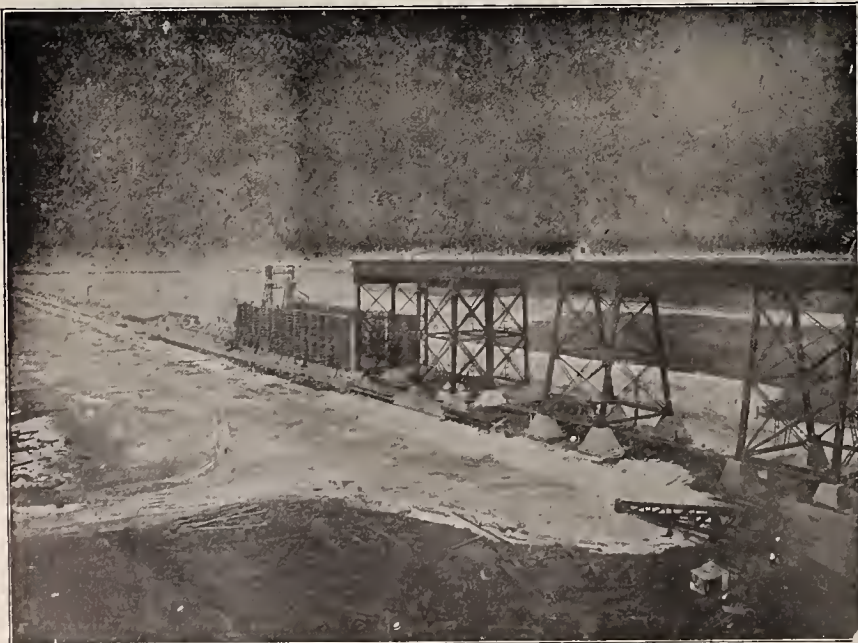
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FLOUR MILLS, ETC.

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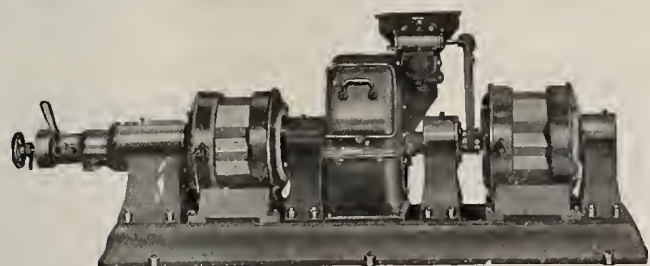
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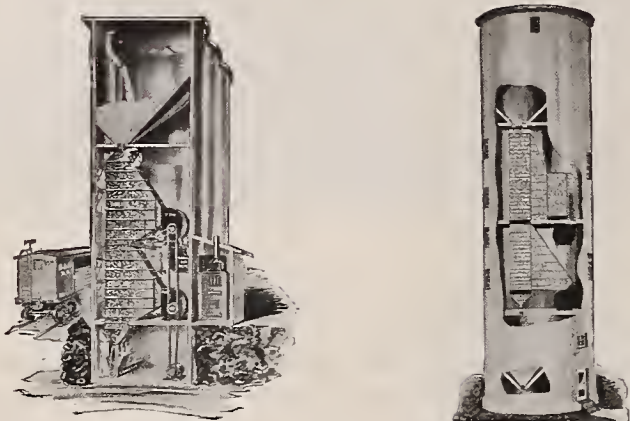
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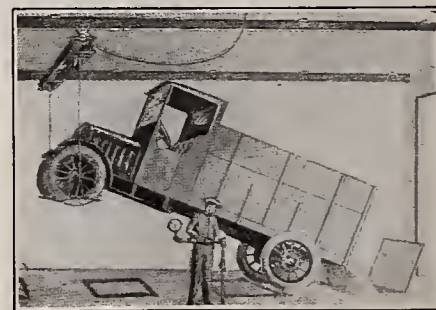
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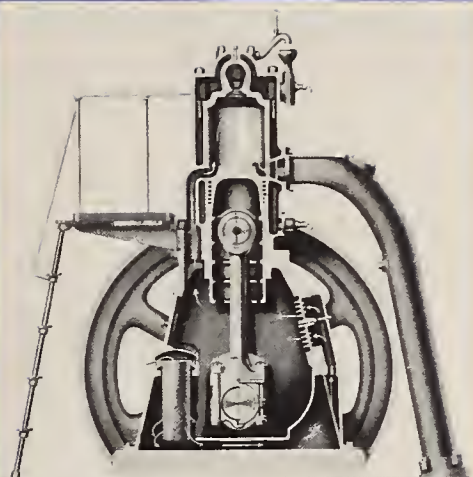
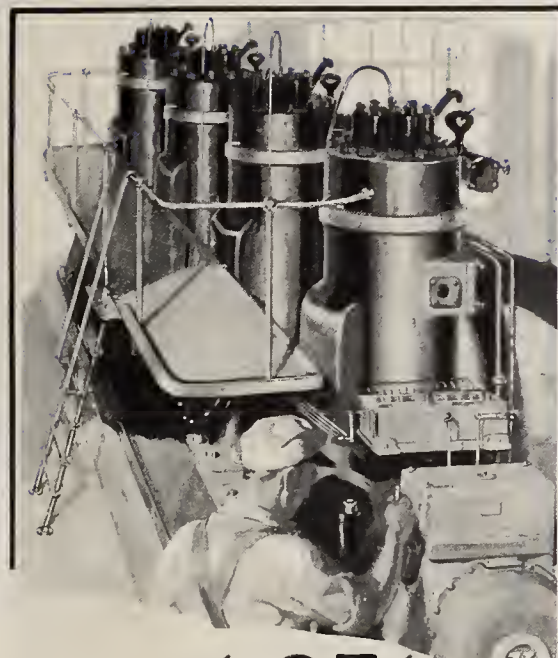
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#### **Simplicity that cuts maintenance costs**

*This transverse section of the F-M Diesel tells its own story of maintenance-cutting simplicity. There are no valves or valve mechanism; no high stage air compressors; no complicated auxiliaries. The connecting rods, simple trunk-type pistons, crankshaft, and fuel pumps, are the only moving parts. Fewer parts mean fewer chances for trouble and more dependable operation coupled with reduced maintenance.*

## **1,971 engine-years show low cost of Diesel maintenance**

Maintenance costs on Fairbanks-Morse Diesel Engines are amazingly low. A recent survey of 345 F-M Vertical Diesels gives definite figures that prove this conclusively. The average age of the installations investigated is five years, although many of them have been in use from ten to twelve years. The total time in actual operation of the entire number of installations amounts to 1,971 years of service.

The result of this check-up proves that even the most conservative estimates of F-M maintenance costs have been too high.

The total expense in maintaining these 345 engines, including

repairs and the charges for service men, amounted to only \$55.28 per engine per year—less than one per cent of the capital investment!

Many of the engines investigated have been operated by totally unskilled attendants and under adverse conditions. There can be little doubt but that a check-up confined to the present Diesel—the perfected type offered today by Fairbanks-Morse—would reveal a still lower maintenance cost.

Only one conclusion can be drawn: The simplicity of the F-M engine minimizes maintenance—and to a point where the big fuel savings are practically net savings!

Fairbanks-Morse Vertical Diesel Engines are manufactured in a full line of sizes from 40 to 720 hp. for general power service.

Ask for the informative bulletin, "Economy of Diesel Engine Power."

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## **DIESEL ENGINES · MOTORS · PUMPS**







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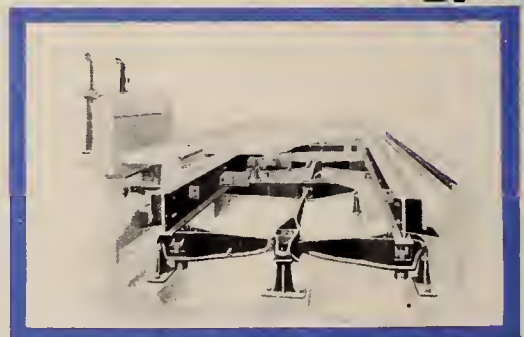
The scale that weighs trucks handles *uneven* loads. Between 70 and 95 per cent of the load is over the rear axle. This may be on one end of the scale one time—on the other end another time. What does this mean? Plainly, your truck scale must have capacity to carry the maximum load at any point—with accuracy.

Fairbanks solved this difficult problem with Type "S" construction—the same basic scale design that has been used for years in Fairbanks railway track scales. This scale is equal to the most difficult truck weighing conditions. Yet because it has a "free weighing" system that accurately transmits the load and always returns to correct normal position when relieved, the scale remains permanently sensitive.

Only the Fairbanks scale offers you genuine Type "S" construction and perfected scale design into which has gone the experience of nearly a century of scale building.

The Fairbanks line covers practically all weighing requirements. Included are hopper scales; general and special purpose dial scales; wagon scales; portable scales, and others. Write for bulletins, specifying nature of requirements.

### The Solution— Type "S" Construction



Cut-away view of Fairbanks Type "S" Auto-Truck Scale, showing Type "S" construction which gives this scale its enduring accuracy and sensitiveness.

# Fairbanks Scales

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The desirable grades only of Domestic Wheat are deliverable on contract with nothing below No. 2 Hard Winter, No. 2 Red Winter and No. 2 Northern Spring. The bonded contract is for the Standard Export Grades of Canadian Wheat deliverable under the original Dominion Certificates.

Wheat at Buffalo is at a most desirable distributing point for Eastern mills and from Buffalo export grain can be shipped via any Atlantic port as ocean freight is available.

Effective January 3rd, 1927, trading was inaugurated in Domestic Oats, Buffalo delivery. The contract is for No. 2 White Oats, United States Standard with No. 1 White deliverable at  $\frac{1}{2}$ c premium and No. 3 White at  $1\frac{1}{2}$ c discount under the contract price. Buffalo is in the direct line of flow of surplus oats from the Central West, Southwest and Northwest, and as a distributing point for the Eastern Trade is unequalled.

Commissions on all grain are  $\frac{1}{4}$ c per bushel for **non-members** residing in United States and Canada and  $\frac{3}{8}$ c per bushel for **non-members** residing outside of the United States and Canada. Commissions are  $\frac{1}{8}$ c per bushel for **members** residing in United States and Canada and  $\frac{1}{4}$ c per bushel for **members** residing outside of the United States and Canada.

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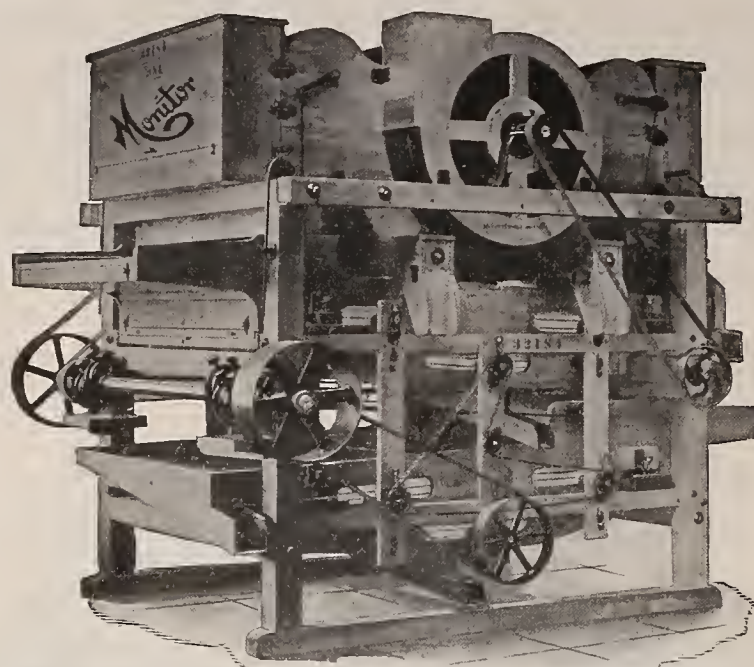
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Safety*





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As it comes from the fields, it has all sorts of impurities, including various weed seeds and its value on the market is low for it grades low. Then if your shipments are low grade, you are necessarily paying freight on impurities which are later thrown away. This is all useless expense.

However, why not install a MONITOR Flax Cleaner? It will save you all this loss. Your Flax will then take the top market prices and your freight bill will be only for good salable stock.

If you are a Manufacturer of Oil, you need this machine. It is the equipment of most of the plants making oil and should and will be of yours sooner or later.

Write us about this.

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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.  
English and Foreign subscription, \$1.75 per year.

Established in 1882.

VOL. XLV

CHICAGO, ILLINOIS, MAY 15, 1927

NO. 11

## Chemical Concern Builds New Grain Elevator

### Commercial Solvents Corporation Adds New Unit of Reinforced Concrete Grain Storage Tanks to Its Peoria, Ill., Plant

PEORIA is, on the authority of so authentic a source of information as the United States census, the second city in the State of Illinois; but there are few other classifications in which it will admit itself second. There can be no doubt it is a first class commercial center and affords a first rate location for an active industrial enterprise. This is not only a matter of favorable geographical features, but is also a matter of transportation, ready availability of necessary labor and nearness to the source of raw supplies.

Although the building of this city was brought about chiefly by the farming industry, its manufactured products have played a major part. Being located in the heart of the great corn belt district, Peoria, many years ago, became the center of one of the most widely known products of corn. This was in the pre-Volstead days, with the result that Peoria had some of the largest and also had the greatest number of distilleries in the United States.

With the change of conditions, the resourceful community was called upon to meet the new conditions with which not only they but other communities were confronted. Meeting these conditions was necessary in order to keep pace with the prevailing progress in new environment. From the industry which flourished years ago there has sprung up in Peoria another very important one in connection with the use of corn. On the site which was formerly used as a distillery, the Commercial Solvents Corporation, which controls the making of hasaton and butyl alcohol, located its plant for the manufacture of these solvents, owing to having the site located in the center of the greatest corn producing district in the United States.

It is of interest to note that every foot of film produced in the United States has its origin from the corn which has been handled through the elevator in the Commercial Solvents Corporation at Peoria. Butyl alcohol, another product, is a solvent used in connection with celluloid products, and likewise is made from corn.

To take care of its business, the Commercial Solvents Corporation found it advisable to add on a storage annex, the contract for which was awarded to The M. A. Long Company of Chicago and Baltimore. This construction company also was the builder of a 2,500,000-bushel grain elevator for

the Baltimore & Ohio Railroad Company at Baltimore. This plant has been in operation for about two years and is one of the most modern and fastest grain handling plants of this type in the world. At the present time they have under course of construction, a 2,250,000-bushel grain elevator for the Philadelphia & Reading Railroad Company, at Philadelphia, which, of its type, will also function

the present elevator. Grain is discharged, on this account, from a bin floor screw conveyor of the present elevator to the new bucket elevator, which in turn spouts direct to either one of the five bins. A screw conveyor carries grain from the tanks to the headhouse, whence it is elevated, cleaned, and otherwise transferred for manufacturing purposes.

The grain tanks were constructed during January and February. The concrete was protected from the cold by means of steam pipes and tarpaulins, special care being taken to heat all materials before being mixed and after being set in place, to prevent freezing.

The machinery and spouting were furnished by the Webster Manufacturing Company, Chicago, Ill., rubber belting by the Diamond Rubber Company; and motors by Allis-Chalmers Manufacturing Company. Access to the bins is had by means of a portable man hoist, which was also furnished by the Webster Manufacturing Company, Chicago.

Electricity is used both for power and lighting, the company having its own generating plant. The power unit is six-cycle, three-phase, 440-volt alternating current, Allis-Chalmers Manufacturing Company, Milwaukee, Wis., having furnished the motors. The Morse Chain Company, Ithaca, N. Y., furnished silent chain drives for the new unit.

The work was in charge of A. F. Eiserer, western manager of The M. A. Long Company. When the owners decided to build storage tanks, their engineers prepared a sketch which was sent to a number of contractors to submit a tender on the construction work. After making a study of the local conditions, an alternate design was submitted by the Long company, whereby the owners obtained capacity desired with two-thirds of the ground space being used. Where the elevator is located ground space is very limited. The owners saw the advantages of the alternate design, whereby they received a greater capacity, at the same time occupying less space, and the contract was

awarded accordingly.

With the prospects of a large corn crop ahead and the necessity for taking steps to increase domestic consumption, plants of this type assume a position of importance among industries which are dependent upon the grain trade for supplying their raw material. This is especially important in Peoria, where prohibition reduced the outlet.



NEW STORAGE UNIT OF THE COMMERCIAL SOLVENTS CORPORATION, PEORIA, ILL.

in the manner different than heretofore attempted. Work is also undertaken of a smaller character, the storage annex for the Commercial Solvents Corporation having a capacity of 50,000 bushels of grain, divided into four tanks and one interstice bin, each of approximately the same capacity.

Grain handling facilities are provided for bringing the grain to the tanks, which are higher than



## BELOVED GRAIN VETERAN DIES

J. W. McCord, more familiarly known as "Uncle Joe" McCord to American grain dealers, is dead. He died from heart trouble on April 27 at the age of 76 years at his home in Columbus, Ohio, where he had made his home since 1876. His widow and four daughters survive him and to them grain dealers all over the country extend their sincere sympathy.

Mr. McCord was born at Bainbridge, Ohio, on September 11, 1850. In 1873 he entered the grain business, after spending five years in general commercial lines. In 1876 he moved to Columbus and has since that date been a resident of that city, conducting a grain business continuously. He was a member of the grain firm of McCord & Kelly at the time of his death.



He was one of the charter members of the Columbus Board of Trade. In 1880 he helped in the organization of the Ohio Grain Dealers Association at Put-in-Bay. In 1888 he was elected secretary of that association, a position which he held until June 1926 when he was elected honorary secretary for life and presented with a silver loving cup in appreciation of that organization during the early years of its existence.

The Ohio Grain Dealers Mutual Fire Association was organized under his leadership in 1901 and since that date he had served as its secretary.

"Uncle Joe" did not confine his interests to the Ohio associations alone but was an active member of the Grain Dealers National Association. He had been identified with the association since its organization in 1897 and at its third annual meeting in 1899 was elected first vice-president. In 1901 he was put on the Board of Directors for two years; in 1905 he was returned to the Board and remained there until his death, for about 20 years acting in capacity of chairman of the Board.

His close association through 54 years with the grain associations, both national and state, and his active interest in the problems of the grain dealer, made Mr. McCord an effective leader and his absence from conventions and from grain councils will be regretted.

## CANADIAN GRAIN TRADE MAY ABANDON COUNTRY ELEVATOR SERVICE

By C. H. BROOKS

As a result of legislation passed at the session of parliament just concluded, the struggle for existence which has been waged between the privately owned grain companies and the wheat pools has now entered the final and most critical phase. It is being predicted by prominent grain men and by disinterested persons who are well informed that the next six months may well witness a crisis in the grain trade without precedent in Canada. As a matter of fact, it is not unlikely that the federal government may have to intervene, in order to protect the interest of the country as a whole and take over the country elevators and operate them.

This struggle, which is by far the most gigantic that has taken place in the Dominion, commenced in 1923 with the formation of the first provincial wheat pool in Saskatchewan. In the following year Manitoba and Alberta followed the lead, although there were slight differences in the manner of organization. These three pools then created a centralized selling agency.

The wheat pool was brought into existence to market the farmer's grain and to give to him the margin of profit which he thought ordinarily would be the prize of the grain merchant.

For the first three years the pools operated at a decided disadvantage. They had only a few country elevators and the Canada Grain Act did not compel country elevator owners to guarantee the grade and weight of wheat taken in for shipment to the head of the lakes at Vancouver. It was the common

practice of country elevators, however, to guarantee both grade and weight if the farmer permitted the elevator to nominate the destination of the grain.

Just why this was a decided disadvantage will be seen in a moment. If a farmer joined the wheat pools, he must ship his grain to the pool, and if there was not a pool elevator available he had to run all the risks of losses en route and of being given a lower grade at the terminal point.

This was the great weapon which the grain trade had in this fight with the pools and it was used to the limit. Farmers simply could not afford to run the risk of accident by rail, and a farmer who had a crop of good quality, scarcely could be expected to take chances on the grade.

The pools fought back in two ways. They built elevators as quickly as possible and by capturing the Saskatchewan Co-operative Elevator Company—a successful instance of boring from within—they obtained control of several hundred of elevators. The Saskatchewan Co-operative was captured in 1926.

At the present time there are approximately 2,500 country elevators in the three prairie provinces. Of these the pools own less than one-half. The total investment involved is about \$30,000,000 and through these elevators grain, to the value of nearly \$500,000,000, passes each year.

The other avenue of attack developed by the pools was legislative. The pools through western members of parliament sought an amendment to the Canada Grain Act compelling country elevators to guarantee both grade and weight on all grain received. Once this amendment became law, any farmer could join the pools and ship his grain to the pool elevator at the head of the lakes or the Pacific Coast without incurring any risk. The possession of country elevators ceased to be a factor in the battle once this legislation was enacted.

The amendments were defeated in 1925 by the Senate. In 1926 the amendments were passed in the House of Commons and were still being considered by the Senate when the Parliament was dissolved. In 1927, after a sharp struggle, the amendments were passed by both Commons and Senate and on April 14 last became law.

Having lost the battle in parliament, the grain trade are now considering their future policy. There are several important factors involved with which those who are unacquainted with the grain trade may not be familiar.

Country elevators are merely feeders for terminal and hospital elevators. The great profits in the grain trade are made in the terminal elevators. The explanation is simple. Grading at country points is loosely done. The farmer does not suffer on this account because the grading at the country elevator is checked up by government inspection at specified points through which all grain must pass. There are no facilities either on the farm or at the country elevators for treating grain. It receives the grade to which it is entitled at the time it is brought into the country elevator.

Once in possession of this grain, the grain trader, who owns a string of country elevators as well as terminal elevators, can bring it to his terminal elevators and proceed to make some money by judicious mixing that enables him to meet grading requirements at minimum expenses.

However, in order to get these opportunities for profit making he must have a line of country elevators and he must get the grain. Hitherto he has been able to do so because unless a farmer permitted grain to be sent to his terminal, no guarantee of grade or weight would be given. Now this advantage is removed.

The position of the grain merchant, however, is still further prejudiced. In past years the grain trade has competed at country points for the grain. Charges for handling grain, for storing it, weighing and grading it, have been reduced below cost in order to attract the farmer. The elevator owner was willing to lose money on the country elevator in order to get the grain, because he knew he would make it all back and a good deal more at the terminal.

Yet to-day he is compelled by the new law to

give all the services of his country elevator and dispatch the grain to the terminal of his competitor. From now on the operation of country elevators will cease to be attractive although they are an essential link in the great transportation chain which carries the grain from the grain field to the ultimate consumer.

These are the factors which the grain trade is now considering. There is no immediate urgency and it is unlikely that an important decision will be reached until mid-summer. The situation will not become acute until the 1927 crop commences to move.

Reliable information is to the effect that the majority of the grain men are of the opinion that the best course to follow is to close down all elevators. To continue to operate, according to these men, would be ruinous. If elevators are closed down the government would be compelled to operate them because the service must be given or the wheat crop would be ruined. In that event the elevator operators would be entitled to some compensation.

## GERMAN GRAIN FIRMS CONSOLIDATE

Negotiations are under way for the merger of two of Germany's large grain houses. They are the Getreidekommission, A. G., Dusseldorf, and the Getreide-Industrie und Handels, A. G., Berlin, and the merger merely awaits the approval of the stockholders of both concerns. The merger will operate under the name of Getreide-Industrie und Kommission, A. G., with a capital stock of 1,000,000 marks, about \$2,500,000.

## EX-ARMOUR OFFICIAL FORMS NEW COMPANY

On May 5, this publication was informed by John Kellogg, retiring as president of the Armour Grain Company, Chicago, Ill., that incorporation of the newly formed Kellogg-Stratton Grain Company, Milwaukee, Wis., had been concluded, and that his firm would be ready for business "in a week or so."

The new grain company which now has begun operations, has as officers H. M. Stratton, P. P. Donahue, and Mr. Kellogg. The elevator properties under control of the company include the Canadian National Railway elevator at Depot Harbor, Ont., on Georgian Bay, with a capacity of 1,250,000 bushels, and the 1,800,000-bushel Santa Fe Railroad elevator, Chicago, Ill.

Trial of Mr. Kellogg by Chicago Board of Trade officials begins May 20.

## NEW PRIVILEGES FOR WEST COAST GRAIN TRADE

Publication of a new tariff, giving Spokane, Wash., and surrounding sections of the state new grain rate shipping privileges was received with enthusiasm in Spokane recently. This will put Spokane in a position to become one of the largest wheat storage and marketing centers in the United States, and will also grant double milling-in-transit privileges on the average annual yield of 130,000,000 bushels of wheat raised in four northwestern states.

This will benefit Spokane greatly in developing large warehousing and a wheat market center, also the benefits to be derived by the poultry and livestock industry through the purchase of cheap by-products secured through the processing of wheat stored in Spokane under the provisions of the double milling in transit tariff.

Under the old tariff, wheat in the Northwest has been subject to a single transit privilege on the one through rate, which has greatly hampered distant distribution of flour except in instances where millers paid the local rate into Spokane from the point of production. "Cleaning," as defined in the tariff, is one of the chief operations of storage warehouse plants, and allows the operators to "bleach, brush, clean, slip, dry, grade, inspect, mix, sack and weigh wheat."



BARGES RIDE FLOOD TO MAKE  
RECORD

All previous monthly records for total barge line tonnage on the Mississippi River were broken during April between New Orleans and St. Louis, General Ashburne, barge line executive, announced today.

War department officials described the handling of the increased tonnage in grain and other products as remarkable, in view of the flooded condition of the river. According to Mr. Ashburne, the high water not only retarded the movement to upstream tows but seriously interfered with terminal operations at all points between Cairo and the gulf.

## POSTDATED

By M. L. HAYWARD

"I am in receipt of your valued order of recent date, enclosing postdated check, but am sorry that I cannot accept the same, unless you make satisfactory arrangements with your bank that the same will be honored on presentment," the grain merchant wrote, and the customer promptly took the check to the bank on which it was drawn.

"Will you agree to honor this check, when it's presented?" the customer wrote.

"Yes, it will be paid all right," the paying teller assured him.

"Will you write the grain merchant and tell him that you're holding the check, and that it will be paid on presentment?" the customer persisted, the bank wrote the letter, the merchant shipped the goods on the faith thereof, the check was dishonored on presentment, and the merchant sued the bank in the North Dakota Court.

"The letter was a guarantee of the debt of a third party beyond the powers of a bank," the bank's lawyer argued, but the court overruled this contention and decided in the grain man's favor.

"Pursuant to the telephone conversation, the bank specifically agreed to take the check and to pay the money on the due date. The bank's letters, considered with this telephone conversation, confirmed this agreement, the obligation was definite. The check was delivered to the bank, in its letter agreeing to pay the same, advised of its receipt. No evidence was offered to show that the bank made this understanding without consideration or without first obtaining required security. The transaction may properly be considered as an independent undertaking in the nature of a letter of credit within banking powers," said the court.

ERRATIC WEATHER AFFECTS  
GRAIN CROPS

April provided many set-backs for what had promised to be an early agricultural season, reports the Bureau of Agricultural Economics of the United States Department of Agriculture in its May 11 review of the farm situation. Reports to the bureau show every sort of weather disturbance over the country last month.

The inundation of cotton land and some grain areas in the lower Mississippi Valley, according to the bureau, will unquestionably have an effect on widening crop acreages the coming season. Rains and freezes in the West caused delay in spring work and widespread damage to grain and fruit, although the Spring wheat territory has been benefited by soil moisture.

The far West experienced severe snowstorms and low temperatures with resulting injury to some crops even on the coast. Portions of the East have been too dry for good soil preparation, abnormally warm weather alternating with heavy frosts. The season is advanced in the South as regards general farm work, but operations elsewhere have begun to lag behind schedule.

Discussing the recent estimate of a decrease of 649,000 persons in the farm population last year, the report states that there has been a total loss of around 3,000,000 in farm population since the census of 1920, "a factor of more consequence than all current shifts of weather, production or prices."

## Additional Shipping Facilities at Halifax

## Dominion Department of Trade and Commerce Elevator Acquires New Shipping Legs, Conveyors and Supplementary Operating Equipment

ONE of the largest recent additions to Canadian grain storage was the Dominion Department of Trade and Commerce Elevator at Halifax, N. S. It is a reinforced concrete structure of fire resistant construction, and is situated at the new ocean terminals, some 700 feet from Pier "A." The storage capacity of the house is 1,032,000 bushels.

The work, recently completed at this elevator, was designed by John S. Metcalf Company, Ltd., of Montreal. It comprises certain additions to increase the facilities for shipping to ocean vessels. The original plant had two shipping legs with two belts running to one vessel berth. As this berth was occupied at times with a vessel not requiring grain, it was decided to build galleries to two more berths. This was done and two additional shipping legs of 15,000 bushels' capacity were installed, with garners and scales.

Two 36-inch belts were put in the gallery to the

throughout in the storage unit, except in the case of the steel beams under the bin floor. Storage consists of 48 circular bins, 16 $\frac{3}{4}$  feet in diameter and 108 feet in height, each of 18,900 bushels' capacity, and 33 interstice bins, each of which can hold 3,800 bushels.

The bins are entirely covered with a 2 $\frac{1}{2}$  inch concrete floor which rests on steel beams. There are three 36-inch rubber receiving belts, each with a two-pulley tripper, over the bins in the storage house. These belt conveyors extend through the working house; and below the storage bins there are four 36-inch shipping belts, with spouts and loaders for each bin.

The floors of both the storage house and the working house are above ground level and there is no basement under either of them. Scales, garners and elevator heads as well as all bins are vented to the outside, and by isolation of the various build-



DOMINION DEPARTMENT OF TRADE AND COMMERCE ELEVATOR AT HALIFAX, N. S., CANADA

wharf and carried on to the two new berths. The galleries are of wood construction, as the other galleries and wharf shed are wooden.

The working house is 204 feet high and measures 64 by 66 feet, while the storage unit is 216 feet by 70 feet and 130 feet high. The track shed is 92 by 42 feet and 36 feet high. The old conveyor gallery is 601 feet long and connects to the elevator by a gallery 676 feet long, which crosses the railway yard. Additional facilities for shipping have just been completed and will be described in detail in a later paragraph.

Equipment of the working house comprises two receiving legs, two shipping legs, two 2,000-bushel receiving hopper scales, each with a 2,400-bushel garner above, and two 1,000-bushel hopper shipping scales with 2,400-bushel garners above and four 2,800-bushel garners below. The cleaner house, incorporated with the working house, contains a Monitor No. 11B, Warehouse Separator, with 1,800-bushel and 1,200-bushel garners below. A push-button type passenger elevator runs from the first to the top floors.

Reinforced concrete construction was used

ings and large window area, the ever present dust explosion hazard is reduced to a minimum.

The office building is located a short distance from the working house. This also contains the switchboard room.

A trackshed is provided—of structural steel—and it has a concrete foundation with corrugated metal siding and roof. There are two tracks passing through the shed, with two hoppers and two pairs of power shovels to each track. A two-drum car puller is situated in a separate building north of the shed.

Electricity affords the means of lighting, heating and operating the plant. The motors are 550 volts, 60-cycle, three-phase, while lighting current is 110 volts, 60-cycle, single phase. Double reduction double helical gears are provided for the drives to the receiving and shipping legs. Silent chain drives with friction clutches go to the belt conveyors; and to the separator—a leather belt without a clutch. Roller bearings were used on the elevator head shafts and boots and for the reduction gears.

There are 23 motors and they range in size from 10 to 100 horsepower each.



## Expert Advice on Dust and Accident Control in Elevators

**F**IRE prevention and accident prevention in elevators were treated from both the scientific and the practical viewpoints in the special session of the Central States Safety Congress devoted to mills and elevators. The congress was held at the Hotel Muehlebach, Kansas City, Mo., April 13, 14 and 15. One special session, presided over by Thad L. Hoffman, president of the Flour Mills of America, Inc., represented mill and storage interests, insurance companies, and safety men, all working in co-operation in an effort to put their various skills, knowledge and practical experience together to minimize the hazard to life and property in the flour mill and elevator.

The three main addresses were made by C. J. Alger, of the Corn Products Refining Company of Chicago, a member of the Dust Explosions Committee of the National Fire Prevention Association; P. J. Burney, of the Kansas City Office of the Ocean Accident & Guarantee Corporation; and Eugene Arms, manager of the Mutual Fire Prevention Bureau, of Chicago. Mr. Arms had to go to the hospital and his paper was read by A. Omar Hodges.

### DUST HAZARDS

By C. J. ALGER

We believe all recognize the fact that organic material, pulverized and powdered in fine form, when mixed with the proper amount of air brings about an ideal condition for combustion. D. J. Price, Department of Agriculture, Washington, D. C., has carried on numerous tests, using starch, flour, dextrine, corn dust, wheat dust, etc., and was able to ignite the dust with the use of a hot coil or an open flame. While it is quite true that the pressure built up by a dust explosion is very extensive, yet the movement of the flash or explosion is very much slower than explosions of gasses, etc.

The problem of safeguarding the industry from dust explosions, is primarily divided into two classifications, that is, to existing buildings and the erection of new buildings. With the erection of new structures, it is a very simple matter to incorporate in the design the necessary safeguards, but applied to existing structures, it is much more difficult to handle the matter. However, the problem applied to existing buildings, we have gone into quite extensively, and the following are some of the precautionary steps adopted by the industry:

#### GOOD HOUSEKEEPING

Good housekeeping is the most important factor existing and the easiest condition to control. We found it necessary to create or set a new standard of housekeeping. First, it was necessary to educate our foremen up to the new standard. He in turn, instead of picking any individual and handing him a broom to sweep with, was requested to see that his sweepers were properly trained, by actually showing them how. Every effort was made to see to it that equipment was, as far as possible, dust tight. Eye beams, overhead equipment, corners, etc., were filled in so that they were easily swept out, or to prevent the dust from accumulating. Spills are cleaned up immediately after they are made, and not left for somebody on the next shift to clean up. Particular attention was given to the heating coils, which are used for general heating purposes in the building, and for the heating of air which dries the starch. These are washed clean with water at frequent intervals. Frequent inspections are made of dust departments at all hours of the day. There is no standard time set for the inspection, and all accumulations of dust are immediately reported to the manager of the plant.

#### THE HUMAN ELEMENT

We have found it necessary to inform all of our employes, and keep them constantly advised, as to the hazard that lurks in connection with dust. Signs are posted, cautioning them in regard to the carrying around of matches in their clothes, other than the safety matches, and "No Smoking" rules

are strictly enforced. Moving pictures of one of the greatest starch disasters which occurred, were brought into the dust departments, and the employes in the dust departments invited to attend, it being very important that all employes know exactly what could happen and have this subject constantly presented to them at very frequent intervals; otherwise they are inclined to get careless.

#### DUST COLLECTING

In the past considerable sums of money have been expended to cover dust collecting devices which were installed and never proved efficient. The problem of developing dust collecting systems was referred to our engineering department, whose representatives made investigations, and we were surprised to learn of the lack of definite data in existence that refers to this problem. However, the job was energetically taken over, as it was realized that to prevent dust from accumulating throughout the departments, it was necessary to create a slight vacuum in the conveyors, reels, hoppers, bins, bucket elevators, etc., and to create this vacuum without taking too large a quantity of the process goods being handled. Many experiments were made, and finally it developed that it was necessary to install piping rather large in diameter for a distance of three feet to six feet from the equipment that the collecting system was connected to. At this point the pipe was reduced in size so that an air velocity would be obtained, ranging from 3,000 to 4,000 cubic feet per minute. Friction losses in separate runs were accurately figured so that a balance would be obtained at the joints.

#### SPIRAL CONVEYORS

Spiral conveyors which have been used for the handling of finished goods with their problem of proper lubrication of the bearings inside of the conveyor boxes, were thoroughly gone into, and it was decided to equip each conveyor bearing with graphite, which is made up in button form, and held together on wire mesh, and in pouring the bearing, the graphite buttons and mesh are inserted inside the bearing metal. After this had been accomplished, a number of tests were made with the use of a recording pyrometer, operating conveyors at a speed of 175 R.P.M., temperature of bearing ranging from 360 to 410 degrees, F., and we found that with conveyors operating at 100 R. P. M., temperature was reduced to a range of between 200 to 250 F., so a standard of 100 R.P.M. speed of conveyor was adopted by the industry.

#### BUCKET ELEVATORS

The bucket elevator offers a difficult problem. We have found it essential and necessary to use exclusively metal housing in place of wooden. Copper elevator buckets are used. Careful supervision is maintained to see that the belts are properly taken up; frequent inspections being made of bearings, to see that they are properly lubricated. Some of the plants in the industry run their elevators at a speed of only 25 to 30 feet per minute, whereas the standard speed ranges around about 400 feet. The installation of vents at the top of bucket elevators is now being considered, for the purpose of furnishing an explosion relief vent.

#### DESIGN AND ERECTION OF NEW BUILDINGS WHERE DUST HAZARDS EXIST

Our experience has convinced us of the advisability and necessity of constructing buildings with at least 50 per cent of the wall area windows or other light construction. This standard has been adopted on all new buildings. Only open bridges are installed leading from one building to another, and wherever possible, ceilings are suspended from eye beams. No window sills are installed inside of the buildings, and the frames of the windows are put in place by a few clips to withstand wind pressure. Where there is a dust hazard, no washroom or locker room is installed. Electric motors, starters, switches, fuses, etc., are located in a dust tight

enclosure or separate room, and shafting driving machinery in department is put through a stuffing box in the wall. Where it has been possible, the loading operations, etc., are carried on on open platforms, reducing to a minimum the number of men employed inside the building proper. Vapor-proof globes are used exclusively. All outside stairs with fire doors, the corners in building are rounded, and walls painted with white enameled paint. Floors are equipped with troughs where it is possible, to flush up dust with the use of ordinary water. Bucket elevators, etc., are located outside the building.

Considerable progress has been made towards prevention of fires and explosions and reducing the extent of their damage. We are confident that the future will bring further improvements with the use of CO<sub>2</sub> gas, whereby the oxygen content is reduced below 15 per cent and will undoubtedly, in time be adopted, particularly around the grinding mills, etc.

There is now being used, a pump which has a possibility of doing away entirely with spiral conveyors and bucket elevators, which should increase the standard of safety. The pump is fitted with a screw which acts as a feeder and also builds up some pressure. Compressed air is fed into the discharge end of the pump, with the result that the dry material being handled is pretty much of a fluffy mass. Material is forced through four and six-inch pipe, requiring about 15 cubic feet of air per one cubic foot of starch. Such equipment is now working very satisfactorily in some of the units in the starch industry.

Knowing that as a general proposition, the conveying and handling of corn, wheat, flour, or any other powdered material requires approximately the same nature of equipment used in the starch industry, we have pointed out the corrective measures that we have adopted, with the thought that they may be of some assistance to others, where a dust hazard exists, and the earnest desire that our contribution may prove beneficial towards the further protection of life and property.

### FIRE PREVENTION IN CEREAL PLANTS

By EUGENE ARMS

Manager of Mutual Fire Prevention Bureau.

**F**IRE prevention is often spoken of as a science. In matters of construction engineering it is, but from the standpoint of the public it is simply the conscientious application of good sound common sense. Some basic knowledge of the common causes of fires is essential, but I am talking to an audience of millers from the section where the best mills, and I am also convinced the most successful millers, are grouped, and every miller here knows all of the essentials of fire prevention in flour mills.

Friction is known to be the largest factor in the fire loss. Our statistics show that it causes approximately 17 per cent of our loss, but we believe that it really causes a much larger percentage. Estimates are made as high as 50 per cent, but that is merely a guess. The most dangerous spot in a cereal plant is the elevator leg, particularly the head. The slipping belt on a choked elevator, the strain on the head shaft bearings on an overloaded elevator, the friction of the shaft on the elevator head and the rubbing of the elevator belt on the inside of the leg start the fires. Of course, friction may be caused by every shaft and nearly every machine in the mill. Even the slow running screw conveyor shafts often start fires. Extensive experimental work recently convinces us that anti-friction bearings, either ball or roller, are applicable to every purpose for which bearings are used in a mill. Those who have so equipped machines with the latest types of bearings are, in so far as we have been able to determine, enthusiastic boosters for anti-friction bearings. We do not anticipate any fires from either ball or roller bearings. Even when they go wrong, which, of course, they have been known to do, they give their own alarm, and it is impossible to continue to run a bad bearing until the plant is fired.

The railroad hazard continues to burn mills.



Through their fire prevention association the roads have done wonderful work in the past few years, but the miller who still has a shingle roof on a railroad siding, or fails to skin off all grass and keep his premises free from rubbish, is flirting with fire.

Lightning has burned many plants, even some very large ones in cities. This is a strictly preventable cause. Lightning rods, properly installed, are considered to be almost perfect protection. Over 800 lightning losses have been reported to our office, and not one report of loss has been received on a house which was protected.

The office stove and defective chimney are causing many fires. Usually the fire is due to careless firing of stove, in combination with inadequate protection of the stove or a non-standard chimney.

It will be interesting to you gentlemen to know that during the past year we have had two fires known to have been caused by hot oats. Some of the best elevators in Indiana and Illinois were burning, and there seemed to be some connection between the bad oat crop and the fires, because in every case it was found after the fire that there was a considerable quantity of oats in the house and that they were having some trouble with bin burning. Finally, at Rossville, Ill., and Ocoya, Ill., fires were caught while still burning in the body of the oats, and fires were extinguished before they had time to spread to the building and destroy the evidence. We have reason to believe that other grains will do the same thing, although we do not have the concrete evidence.

The comparatively recent development of the molasses feed market, and the more extended sale of corn gluten and the various types of mixed dairy feeds have brought more forcibly before us the hazard in connection with storage of those feeds. We have record of 12 cases in which fire was discovered while still confined to the mass of feed in a bin or to the pile of sacks. In all but one of these cases the fire was extinguished and the feed pulled off without serious damage to the plant. Of course, that is not the whole story. Many mills have burned where dairy feeds have been stored in some quantities, and circumstances point to spontaneous combustion as the cause. Moisture content makes all the difference between safety and fire. A dry feed does not combust spontaneously, but inasmuch as the feed takes up moisture from the air, all such feeds must be examined regularly. Sacks should be so piled that each sack gets free air and is subject to examination. Bins should be tested daily for heating with an iron rod driven to the bottom of the bin in various locations if the bin is large. If the iron comes out hot, the bin needs turning immediately.

Fires are being reported regularly from any number of causes which we will not have time to discuss in detail. The power units, whether electric, steam or internal combustion engine, continue to contribute their share. A piece of metal going into the grinders, due to faulty magnetic separation, occasionally starts a bad fire. Matches and smoking probably cause more fires than are credited to them. Practically all of these fires are strictly preventable if the standards of the fire prevention engineers are followed.

Sprinkler equipments, when properly installed and maintained, are not comparable with any other first aid appliance. They stand alone as the most highly perfected automatic control of fire. Automatic alarms are beginning to receive more credit. Among the manually operated apparatus, barrels of salt water or casks of calcium solution are by far the most effective. The soda and acid extinguishers are good, the carbon tetrachloride pump type of extinguishers have their place for electric and oil fires. The stand pipe and hose is good. Every mill should be equipped with fire axes to knock down spouts and break open machines. Careful arrangement of the fire fighting equipment should be made so that the proper extinguishing agent will be at hand for any fire that may start, and every employe should be instructed in their uses.

But I have not yet mentioned the greatest fire hazard of all, the careless man. His plant is doomed.

A dirty plant is only one evidence of carelessness, and dirty plants burn. It is not enough that the operator of a cereal plant take only the usual precautions against fire. The fire hazards are so many and varied in a plant that extraordinary effort must be made, and only constant attention to every pos-

sible source will prevent fire. The responsibility starts with the management.

In closing, I want to leave with you one thought. Fires in mills are not prevented without constant and determined effort, and that effort must be encouraged and directed from the very top.

## The Problems of Grain Marketing Organizations

Salient Paragraphs from An Address Before the International Wheat  
Pool Conference at Kansas City, Mo.

By W. M. JARDINE, Secretary of Agriculture

IT GIVES me unusual pleasure to be able to welcome to the United States so large a group representing the co-operative wheat marketing associations of other countries. The development and operation of wheat pools in other countries have been matters of considerable interest to American farmers and agricultural leaders. On this occasion it is particularly fitting that we express our appreciation to the representatives from Canada who during the past three years have shown the grain producers of other countries what can be accomplished by organized efforts.

The first of the Canadian pools was organized in Alberta during the fall of 1923. This was followed by similar organizations in Manitoba and Saskatchewan in time to handle the crop of 1924. The

duction and marketing problems are similar in the two countries, they are by no means identical.

The Canadian crop, consisting almost exclusively of one variety of Hard Spring wheat, is grown in one region, in which production and marketing practices are standardized. The bulk of the crop passes through one city and over one route to eastern and export markets. The marketing of the grain crop of the United States, on the other hand, presents many complexities, more in fact than are usually appreciated.

Some of the problems to be solved by those interested in improving the existing situation are the result of geographic conditions. The location of various producing areas with respect to market outlets presents one kind of difficulty. Climate and topography are responsible for other differences between producing areas. These conditions have resulted in the production of many different kinds and varieties of grain. The marketing of the wheat crop, with which you are all concerned, is greatly complicated by the existence of several distinct classes and many varieties. The Southwest produces largely a Hard Winter wheat; the Northwest, a Hard Red Spring wheat; the Intermountain States of the Northwest, a Soft White variety; the Middle Western States, a Soft Red wheat. Within each of these producing areas, again, there are differences of variety. These different kinds and varieties find their way to different markets.

Co-operative marketing of grain in this country, as in Canada, began as a farmers' elevator movement. In Canada, however, we have witnessed the development of large co-operative line elevator companies, while in the United States independent local farmers' elevators have been the rule.

These local elevators were formed to remedy abuses which the farmers believed existed in the buying practices of country dealers. To a large extent they have been successful in correcting these abuses. They have corrected unfair grading and docking, and have enhanced the value of the grain they handle by improved cleaning and mixing practices.

The first of the wheat pools in this country was organized in the State of Washington early in 1920. This was followed by other pools in the Northwest, and later by similar organizations in the Middle West and Southwest. The pools formed in 1920, 1921, and 1922 encountered declining prices and, because of conditions over which they had no control, several of them have ceased operating. Profiting by the experience of the earlier associations, many pools formed a year or two later corrected certain weaknesses, and, being favored by more stable prices, have succeeded in establishing themselves as important factors in the grain marketing structure of this country.

The pools have endeavored to sell as much of their grain as possible direct to mills or other users of grain. They have endeavored to obtain better prices for members than many of them would have obtained had they sold either voluntarily or under the pressure of creditors at certain seasons of the year. They have, through the acquisition of terminal elevators, endeavored to obtain the profits resulting from the operation of such facilities. In States where premiums for kind or quality of grain are important factors, they have in many instances obtained such premiums for their members.

Perhaps the most important accomplishment of



W. M. JARDINE

same year a central sales agency was established to sell the grain of the three provincial organizations. More than 81,000,000 bushels were handled by the three pools during the crop year 1924-25 and approximately 212,000,000 bushels the following year. It is stated that 15,400,000 acres out of the 21,000,000 acres of wheat in western Canada are under contract to the three provincial pools. The membership now exceeds 142,000, which is approximately 56 per cent of the total number of farmers in the Provinces of Manitoba, Saskatchewan, and Alberta.

The pools have acquired more than 700 country elevators, and terminal elevators on the Great Lakes at Port Arthur, Fort William, and Buffalo, and at the Pacific ports of Vancouver and Prince Rupert. Export offices are maintained at New York, Montreal, and Vancouver. Sales offices are maintained at Toronto, Ontario, and Paris, France, and agency connections have been established in the United Kingdom and in all the principal importing countries of Europe and Asia.

### CONDITIONS HERE NOT IDENTICAL

Advocates of the pooling plan in the United States have wondered why it has not met with more general favor among wheat producers here, in view of its success in Canada, where conditions resemble those in the United States. The explanation is probably found in the fact that although pro-



the wheat pool movement, however, is that it has aroused a more lively interest in grain marketing among farmers, grain men, and the public in general.

The general problem of production is interwoven with that of marketing. Are we producing wheat as economically as we should? Are we in some instances bringing into cultivation land not adapted to the production of grain? Are we attempting to grow wheat in sections which could be better utilized as range land or in the production of other crops? Economical production on suitable land of varieties adapted to the region; better seed; control of weeds; and economical handling of grain at country points—these form a necessary ground work for improvements in the terminal markets.

Some 4,000 co-operative elevators and nine statewide wheat marketing associations are at present engaged in marketing the grain crops of this country. No single co-operative organization controls as much as 2 per cent of the wheat produced in the United States. Obviously, therefore, none of them is in a position to make extensive improvements in marketing or to influence to any important degree the flow of wheat to market. There is a splendid foundation for co-operative effort, but the central structure has not been built.

Co-operatives must have sufficient volume to enable them to stabilize the situation, and to check unwarranted price recessions. It is often stated that price is determined by supply and demand. In the main that is a correct statement, but it may be misleading. Too often it is assumed that supply and demand are static, that, once the crop is produced, the factor of supply, for example, exerts a constant influence on price. Is this necessarily true? Is it not probable that an 800,000,000-bushel wheat crop held by many independent marketing agencies creates a different condition from the supply side than would be the case if the same crop were controlled by one or two producers' agencies?

To deal adequately with marketing problems, co-operative agencies must first have adequate information. Secondly, they must have such a degree of control over the flow of grain to market as will enable them to utilize this information effectively. They should be informed as to what the situation is at any given time, should know what action the situation demands, and should be able to put their knowledge into effect.

As I have already indicated, the conditions under which grain is offered to the millers and for export, the urgencies of the sellers, the effect of speculative transactions, grade, protein content, and other factors all have a bearing on the tone of the market and on the price at which grain moves into consumption. Some of these factors are controllable, but their control presupposes a large, efficient co-operative organization, or at least a degree of coordination among co-operative agencies which does not exist at the present time.

It is not my purpose to offer the co-operative associations marketing grain a ready-made plan. In my opinion, it is the task of the associations to develop such a plan on the basis of their knowledge and experience. In the development of sound plans to aid the grain producers, research and service agencies, such as the United States Department of Agriculture, should give every assistance that is within their power. I can pledge on behalf of the department our earnest desire to assist in the development of a constructive marketing program. Furthermore, I believe it is the duty of the administration and of Congress to assist through the enactment of such legislation as may be necessary to extend and strengthen the co-operative marketing of wheat and other grains.

I believe that the existing grain marketing association can solve their problems with the assistance which Congress, the Department of Agriculture, and the research and service institutions of the various States can properly give.

What is the first step to be taken in the development of this program? It is not unity among the co-operative associations marketing grain? I include all co-operative marketing organizations, whether they operate as farmers' elevators, as pool-

ing associations, or as terminal market agencies. Their purposes are the same, their problems are similar.

## OBSTRUCTED SPRINKLERS AS FIRE HAZARDS

By E. T. HOLMAN

Chief Inspector Tennessee Inspection Bureau, Member National Fire Prevention Association

On Sunday afternoon, November 19, 1923, a terminal grain elevator of the Hermitage Elevator & Warehouse Company at Nashville, Tenn., burned to the ground with a loss of some \$400,000. Although equipped with automatic sprinklers, these failed to work and the investigation of the fire failed to shed any light on the reason why. The elevator in question was beyond the limits of municipal protection, but the fire was fought by the Nashville Fire Department.

This plant was a railway terminal elevator, of frame, ironclad, ordinary joisted construction, of six to 10 stories in height, and of about 27,000 square feet in floor area. The elevator had a storage capacity of 500,000 bushels of grain and used the processes commonly found in this occupancy, that is, grain drying and cleaning, oat clipping, etc., and was equipped with such machinery as necessary for this process.

The building was erected in 1906; upon completion was equipped with what was then regarded as a standard automatic sprinkler equipment, supplemented by private outside protection from fire hydrants and hose.

Being situated beyond the limit of city water mains, a private water supply was necessary. To



CROSS SECTION OF OBSTRUCTED SPRINKLERS

meet this requirement a pumping station was erected on the bank of the Cumberland River, one mile distant. Two non-automatic, compound, duplex pumps of 1,000 g.p.m. each were installed, taking suction direct from the river, and discharging through one mile of 10-inch main to the plant.

Located 15 feet above the roof of the elevator were two wooden gravity tanks of 15,000 gallons' capacity each, which constituted the primary source of water supply for the sprinklers and outside protection, and into which was pumped the raw and frequently very muddy river water.

Following the fire a reason was sought that would explain the failure of the automatic sprinkler equipment to make at least a showing, which, according to the testimony of those in a position to know, it did not do. That there was water in the elevated tanks is sufficiently evident; for the outside hydrants were used immediately, although without effect as only a feeble stream was obtainable. The pumps at the river were not brought into use for a long while after the fire started.

Very little of the building remained for examination, but it was discovered that at least one of the dry-pipe valves could not have been in an operative condition before the fire. This was only one of five valves located in the elevator, the other four being covered to such a depth by debris that they could not be reached for months. It is fair to assume, however, that they were not in a similar condition. This fire added to the list of sprinklered failures another for which there seemed to be no plausible explanation. Recent events, however, have pointed the way to a solution of the mystery.

A portion of this plant consisting of a sprinklered warehouse, detached several hundred feet from the elevator, did not burn and remained vacant until recently, when it was purchased and occupied by

a broom manufacturer who wished to place the unused sprinkler equipment in commission again. It was then that a possible solution of the puzzle presented itself.

As the city main had by that time extended to within a few feet of the building, it was supposed that very little additional equipment would be required to put the sprinkler system in order other than a yard main connecting the two dry valves with the city supply. However, it became necessary to cut one of the cross mains for the purpose of installing some heads, and a pipe, supposed to be devoid of any matter more tangible than air was found so thoroughly clogged with earth that nearly two-thirds of its effective capacity was lost. A condition so unexpected and unusual demanded immediate investigation. A close examination revealed the startling fact that all the smaller pipes were entirely filled with sediment, and would have failed utterly to function, had not chance revealed their worthless condition. Apparently a similar condition prevailed in the sprinkler system which failed in the fire over three years ago.

The one source of supply was the Cumberland River; all flowing streams may carry at one time or another sufficient sediment in their waters to block absolutely, not only the smaller lines, but also the larger cross mains, as the accompanying picture demonstrates. The picture is a reproduction of the condition of the pipes when removed from the factory system and disassembled. In view of their condition, we are forced to the conclusion that this provides the most plausible reason as to why the sprinklers failed to function at the time of the fire in 1923.

While it is true that the raw water produced the sediment that was largely responsible for the sprinkler failure still there was, at that time, a practice in automatic sprinkler protection, of intermittently turning dry pipe systems wet, thus encouraging a settling of sediment in the pipes. This practice is no longer regarded with favor. Another deficiency in those days was that dry pipe systems were not equipped for inspector's tests, by means of which it may be ascertained if water is flowing through the system.

There are doubtless other sprinkler systems throughout the country similarly supplied with water from an occasionally muddy source. The experience in this case may prevent other failures from this cause in the future.

## MINOTA OATS MIGRATE

The Minota variety of oats, developed by the plant breeders of the Minnesota Experiment Station, has made a definite place for itself in the crop system of Indiana farmers and is pronounced by farm crops men of the Purdue station as the highest yielding of the varieties tested out by them.

From the original shipment of 30 bushels of Minota seed from University Farm to Purdue, farmers co-operating with that station are now offering thousands of bushels of certified seed for sowing the coming spring. The Indiana seed list, recently issued, recommends Minota in strong terms.

## RUST UNDER CONTROL

The grain rusts, including stem rust and the leaf rusts, have caused greater losses in the Wisconsin grain fields than all other diseases of these crops combined, declare Badger State grain experts. The control of these rusts can be obtained in two ways; by eradication of the host plants, which enable the stem rust and crown rust of oats to over-winter, and by the breeding of rust resistant strains of the different cereals. The eradication of the common barberry which has been in progress for several years is giving good results in reducing stem rust losses, and the breeding of rust resistant strains of the principal cereal crops has also been progressing. Since the barberry eradication has progressed actively, rust outbreaks now occur only locally in Wisconsin.



## Twenty Elevators Operated by Largest Grain Firm in Corn State Capital

Two Terminal Plants and Eighteen Country Stations Prepared to Handle This Year's Harvest

**R**ESIDENTS of Iowa each month consume nearly two million dollars' worth of grain products and other industrialized agricultural produce. Some of it comes in the form of pork, breakfast-food, starch, syrup, or corn oil, and much of what is consumed within the state is processed or manufactured outside. Iowa, however, has an increasing number of industrial establishments devoted to the conversion of her own soil products.

Partly to serve such enterprises and partly to promote a reciprocal grain trade between Iowa's largest city and other grain markets in the Middle West, the Des Moines Elevator & Grain Company was incorporated in June, 1919. The Hubbell interests in Des Moines acquired control of the venture, and took over the properties of the Des Moines Elevator Company which had failed.

Cleaning and drying facilities as well as storage space for practically 1,000,000 bushels now is provided by this concern, which has added to and improved the elevators which it took over. Officials of the company hold memberships on the Chicago Board of Trade and the St. Louis Merchants Exchange, by which an active inter-terminal business has been developed. A firm membership is also maintained in the Grain Dealers National.

J. D. Kent, formerly connected with the grain firm of Taylor & Patton, now heads the list of Des Moines Elevator & Grain Company officials, as president. Mr. Kent has been active in grain trade activities for 14 years, although his association with this firm originated only a year and a half ago. William Simonds is vice-president of the company, and J. C. Lake is secretary-treasurer. The general offices of the company are in the Hubbell Building at Des Moines, where are concentrated many grain and milling concerns. The Des Moines Board of Trade headquarters are also in this building.

Business is better this year than last, according to President Kent. It is too early, however, to predict what the corn volume will amount to at

arrangements. This, the main plant, has a receiving and shipping capacity of 30 cars per 24 hours.

Inside the plant, cleaning equipment is provided fully adequate to the needs of the Iowa territory. Some such equipment is also used at the second Des Moines plant, which is situated at Twenty-fifth and Norey Streets. Grain drying is effected by natural air process.

Iowa is the crop giant of all land. The Hawkeye State, H. W. Seaman reminded grain dealers convening in Des Moines last month, "holds the world's sweepstakes for the production of corn, oats, cattle, hogs, and poultry. . . Iowa majors on corn, and corn is the king of all crop. In the United States the value of corn is more than that of our wheat and cotton combined, and greater than the value of all our cattle and hogs put together. But 85 per cent of all the corn grown annually in America, valued at from \$2,000,000,000 to \$3,000,000,000, never leaves the farm as corn. It is fed on the lot, and reappears eventually in the form of beef, pork, etc."

It is the situation outlined above, coupled with the fact that Iowa is surrounded with great grain market cities several of which have been developed by the railroad at their terminals, which explains the absence of any great concentration of elevators in Des Moines and other Iowa cities. Some well managed storage system in Iowa cities, though, is imperative. The Wilder-Murrell Grain Company, The Quaker Oats Company, and other firms fill this need in Cedar Rapids, Iowa. The Des Moines Elevator & Grain Company, with its two houses in the capital city, meets the requirements of the central section admirably.

Plans for greater grain storage facilities along Iowa's Mississippi River front, are now in an embryonic stage. In event that Government elevators are erected along that line, to supplement the service rendered by such riverside elevators as that of the Talbott company, Keokuk, Iowa, the grain busi-

ness may be enlivened considerably for Des Moines and other interior cities. All such points will be forwarding centers for grain that is being relayed to the river. In the meantime, the Des Moines Elevator & Grain Company, and other elevator firms within the state are going along practically and sanely, successfully meeting the needs of the status quo in 1927.

Indiana, districts of Ohio, Michigan and western New York. These tractor drawn plows are designed to cut a furrow four inches deeper than that of the ordinary plow, thus making it possible to turn under completely all infested ground.

The first of this order of new type plows were shipped the first of April, and the balance sent the first week in May. Crews stationed throughout the infested areas direct all the work on the ground as the equipment arrives at various points. Thorough eradication work and strict adherence to the Government's ruling in regard to cultivation are compulsory.

### INTRODUCING MISS FRYE



E. M. FRYE

One of the most prominent members of the grain trade in Iowa, is Edna M. Frye, manager of Munsinger & Frye, grain brokerage firm of Ames, Iowa. Her prominence is due first of all to the continued success of the business under her direction, and to the fact that she is one of only three women in America who are actively engaged in the grain business in an executive capacity.

Miss Frye needs no introduction to the trade in the territory in which her firm operates. This was evident at the annual convention of the Western Grain Dealers Association, in Des Moines, Iowa, during the last week in April, when the great popularity of Miss Frye nearly prevented our photographer from getting within range. Those in the grain trade outside of the Middle West, however, may consider these paragraphs a formal introduction to the only Iowa woman who is holding down a man-sized job in the world's greatest corn territory.

Over five years' experience in elevator offices is to Miss Frye's credit. At Colo, Iowa, she was connected for more than four years with Farmers Elevator Company. Another year was spent in the office of the Farmers Elevator at Malcom, Iowa, 60 miles east of the state capital. She gave up her work there to go to Ames, as assistant to the late L. E. Munsinger, who had just established a grain brokerage business at that point. That was in September, 1925.

Upon the very sudden death of L. E. Munsinger in April, 1926, it was necessary for Miss Frye to keep the office open for a month or so. In the meantime, the deceased's father, J. M. Munsinger, who has been manager at the Ames Grain & Coal Company for a great many years, suggested that Miss Frye use his name with her own, and thus continue the business with which she was so thoroughly familiar. The young lady acted upon this suggestion, and has developed the brokerage enterprise into a substantial business.

She has attended several conventions, and finds her competitors "very fine indeed." In any emergency, she has available expert advice from a veteran grain man, J. M. Munsinger.

"The firms for whom I have been buying have treated me in every way as a 'gentleman,'" says Miss Frye, who declares she is enjoying her work immensely.

### SEED SELECTION IN BORNEO

"In Borneo, they also have a scheme of seed selection," says William O. Krohn, in his book which has just appeared, *In Borneo Jungles*, "but it is vastly different from ours. Among the Dyaks, no man may have a part in choosing the rice grains, for 'sowing unto the harvest.' And for that matter, not all the women are permitted to touch the precious grains on the germination and growth of which so much depends—even life itself. Only those women who have borne children are permitted to handle and select the rice grains that are to be used as seed, as their contact is believed to transmit germinating and fructifying power, thus insuring a bountiful yield of padi. This is an inviolable agricultural tenet of Dyak land."



MAIN PLANT OF THE DES MOINES ELEVATOR & GRAIN COMPANY, DES MOINES, IOWA

the approaching harvest time. In any event, the company is well equipped to handle the crop in the manner expected of the largest grain company in the state capital.

Corn, oats, and some wheat represent the triple line of grains in which this concern is chiefly interested. Eighteen country stations, as well as the two plants in Des Moines, Iowa, are maintained in the system. The largest elevator, shown in the accompanying illustration, is located at Eighteenth and Vine Streets, over a mile east of the state buildings, and clearly visible from the visitors' balcony encircling the dome of the capital. A belt line railway and the main line of the Rock Island Railroad allow the elevator excellent receiving and shipping

ness may be enlivened considerably for Des Moines and other interior cities. All such points will be forwarding centers for grain that is being relayed to the river. In the meantime, the Des Moines Elevator & Grain Company, and other elevator firms within the state are going along practically and sanely, successfully meeting the needs of the status quo in 1927.

### NEW PLOW FOR CORN PEST

A plow manufacturing company in Evansville, Ind., has rushed the Government's order for 325 especially constructed plows for use in the eradication of the European corn borer in northern





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#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., MAY 15, 1927

### RED CROSS SEED AND FEED FOR ANOTHER FLOOD

SEED and feed dealers in Memphis, Tenn., and in other flood district cities are about to dispose of a quarter-million dollar stock of merchandise to a buyer who has been out of the market for several years. The Red Cross has set aside \$250,000 of the \$9,000,000 contribution so far received, to fill the seed and feed requirements of farmers working a recently flooded acreage of about 125,000 acres, scattered through several states. Distribution of the funds will be general as soon as local boards assemble and hand in their recommendations. It is estimated that seed and feed requirements should not cost more than \$2 or \$2.50 per acre of crop land to be planted. Here is a case where paternalism to the farmers seems justified.

Men have been living on the 7,000,000 flooded acres, because of a tacit recommendation from United States Army engineers: Over 4,000,000 acres of this dangerous territory has been sown to grain, cotton, and other crops. The army engineers have built levees here and there, and said, in effect, to the negroes and other lowland farmers: "Make yourselves at home." The advice of engineers outside the army has been: "Farm those lands if you want to take the risk, but prepare to withdraw and work somewhere else every few years. Floods will continue periodically with increased severity."

When Beardstown, Ill., was flooded a few years ago, M. G. Barnes, chief engineer of the Illinois Waterways, told people there

that "this was only a freshet compared to what is to come in later years." This remark gained him no popularity at the time, but the truth of his statement has been lent striking proof the last month.

There is enough grain and cotton acreage in this country without the cultivation of dangerous lowlands. Nebraska, for example, already has enough drain tiles under her grain lands to encircle the earth many times. All of them discharge eventually into the Middle West's river valleys. As more land is drained, floods will be more pronounced. Valley farmers should be educated to this fact, or else the flood valleys should be accepted as a sort of perpetual Red Cross zone.

### RANEY, MEET O'HAY

CAPTAIN O'HAY, of the United States Army, retired, belying his name, probably knows as little about hay as he does of grain. Yet he knows more about post-banquet entertainment at a grain or hay dealers' convention than do all the alleged convention entertainers that have put us to sleep in several years. We make a note of this here, therefore, in lieu of a formal open letter to Mr. L. A. Raney, president of the National Hay Association, and suggest that he consider obtaining the services of Captain O'Hay for his organization's convention to be held in St. Louis, Mo., July 25 to 27. The question now is—will the Irishman stand by his name?

O'Hay talked last month to the Western Grain Dealers Association in Des Moines, Iowa. Last fall he addressed the National Grain Dealers Association in Buffalo, N. Y. In both cities his scintillating wit accomplished striking results. He was responsible for a good convention climax that sent the delegates home with a wish to return again next year. The stimulating effect of fine addresses in the business session of a convention is likely to be lost if delegates leave convention headquarters with the saxophonic blare of an adolescent band of collegians in their ears, or if they are burdened at the last minute with the ponderous remarks of some local congressman. Ask the man who's heard one. (Any commission we receive from O'Hay, we will turn over to the Red Cross.)

### THE FLOWERS THAT BLOOM IN THE SPRING, AT KANSAS CITY

GRAIN pool promoters of several countries, including Canada, Australia, Soviet Russia, and the United States met in Kansas City, Mo., the first of this month to formulate plans for control of the world's grain marketing. Reports from several sources indicate that the conference degenerated into a rather useless, although perhaps exhilarating back-slapping fest. The three-year old Canadian pool was the target for a particularly large number of oratorical bouquets. In view of its record (of prices paid, not volume) in comparison with that of independent grain marketing in the Do-

minion, the flowery statements strike some as being peculiar. The conferees were among friends, however, and could speak freely.

Secretary Jardine was on hand with a diplomatic speech of welcome. Although he, too, praised the Dominion pool, it is important to note that he declared pool possibilities in this country were not identical with Canada's. He may later on be thankful that he provided this loophole exit out of a program which he endorsed generally with some spirit.

As to the nine pools left in the United States, we have no argument at present. Officials of most of them conduct their enterprises honorably, and with sincere purpose. If they want to consolidate, that's their business. As soon as they seek to expand by maligning and overthrowing independent grain businesses, they no longer will be, of course, on neutral ground, and may find themselves actively opposed. So if the plans for world control of 60 per cent of every nation's wheat crop did not develop into anything more material than an architect's drawing at the Kansas City convention, the United States pools may consider themselves well off.

### BEFORE AND AFTER TAKING

"GOD is paying all His attention to wheat this year." A crack young crop guesser came back from the Spring wheat fields of Minnesota and the Dakotas in 1905, writes W. G. Shepherd in *Colliers*, and made this report to grain dealers. The summer days were made to order for wheat. Not one night was too cold. Everybody, with one exception, got ready for the biggest wheat crop ever known in that section.

Elevator managers provided more storage space. Farmers got ready to pay off mortgages. Their wives sent in for new mail order catalogs. Harvesting got underway, and the threshed wheat moved to the granaries. In farm wagons it moved down the road, toward the elevators along the railroad switches in every railroad town. Soon the elevators were filled. After that, thousands of little tragedies began to develop in farm homes, and Mr. Shepherd gives a graphic account:

The family would run out to the yard when they heard Dad's wagon rumbling up the road. He had started out in the morning with a load of wheat. He had promised to bring back many things from the stores.

Instead he brought back his wheat unsold. "They had too much wheat at the elevator," he would say.

No one seemed able to clean out the elevators. Everybody had been prepared for the big crop—everybody but the railroads.

The railroad service had broken down. "We can't get enough cars," explained the railroad men.

Before that winter of 1905 was over the highest hopes of the farmers and their families had been blighted.

Elevator managers in that year bought wheat at extremely low prices, and at that, often paid too much. The wheat was poured into huge mounds near glutted ironclads, covered with tarpaulins, and left to the mercy



of snow, frosts, and the railroad traffic "experts."

That was 22 years ago, before the Interstate Commerce Commission existed, before a new order of railroad executives got control, and before river barges and motor trucks awakened eastern directorates to the fact that the farmers, grain dealers, and public generally was tired of being damned. After taking into consideration the fact that grain and other champion revenue-bringers might move, and were moving otherwise than by rail, railroaders became progressive.

Last year at harvest time, more than 1,000 carloads of wheat were moved out of Kansas every 24 hours—for 50 days. The American Railway Association sent 4,500 extra freight cars into Kansas. Then 2,000 more, just to make sure. The railroads of America now have four billion dollars' worth of equipment above that they had in 1905. No wonder that all records for grain movement were broken in 1926 by 84 per cent. This year more records may fall. And if your country station or terminal plant is remote from the barge lines, give them due credit anyway. In addition to providing grain carriage at low rates, they are in great part responsible for the improved railroad service you receive today.

## EDITORIAL MENTION

Country stations in Nebraska are buying corn from Omaha. This upside-down situation is interesting, but can't last long.

Seeding in the Northwest is finished. The reduced acreage in wheat will nearly be made up by heavy yields if the "high initial moisture" will perform as predicted.

An Argentinian is developing a corn harvesting combine of a capacity similar to the new wheat combines. We hope it won't make Argentine corn much cheaper.

Movie films are being shown in Iowa to illustrate the latest approved style of killing corn borers. Appropriately enough, the celluloid of these films is a corn product. See the first page story.

In Oklahoma alone this year, 2,500 combines will be used in harvesting wheat. A thousand were in use last year. All the new storage capacity down that way soon will get a husky initiation.

In view of the good crop prospects, the continued strength of wheat quotations is more or less of a phenomenon. It is true that current demand from abroad is above average, but that same fact implies that foreign cable calls are due to swing back the other way any time now.

In Dallas, Texas, are assembled just 125 railroad traffic experts to defend the various grain, mill, and rail interests involved in the general survey of western rates on grain and

grain products. The Commerce Commission's investigation will cost plenty by the time it has gone the rounds of several cities. If some substantial tariff reductions and equalizations are made, it will be worth it.

The two northwestern railroads have been denied a rehearing of the six-cent rate reduction case, but an active trade in wheat, even at the old rates, is helping to neutralize the disappointment to the Minneapolis trade.

An injunction to prevent the Federal Grain Futures Commission from investigating charges of grain grade manipulation, asked of the District of Columbia Supreme Court, by the Armour Grain Company, has been refused. Under the circumstances, it must have taken nerve to ask such a thing.

A peculiar situation has arisen in connection with the 115,000-bushel corn products elevator in Iowa's capitol. The mortgage holders, as we understand it, went into the hands of receivers, and although the recent disposal of the plant was not exactly a sheriff's sale, it was the next thing to it.

The very fact that national pools are large holders of wheat, discourages foreign buyers from accumulating the large stocks of wheat they would ordinarily buy. As it is, even in this season of active foreign demand, the poolers and the farmers with their interim payments, are left to hold the sack until foreign traders are good and ready.

Corn borer inspectors are making great headway, but not without interruption. Whether they have the right to "trespass" on farms against wishes of farmers is being tested at Bryan, Ohio, where a farmer has appeared in court on a charge of ordering inspectors off his land. This farmer evidently thinks the agents more of a nuisance than the corn borers they pursue.

During the sharp break in Chicago May wheat on May 10, the futures trading volume in the New York pit rose 83 per cent above the preceding week's average, and 121 per cent over the April average. Such was the immediate eastern response to Chicago's discontinuance of the December option, and to Illinois solons' move to regulate trade in Chicago futures. It is mildly prophetic of what would happen should the Kessinger Bill carry.

The "Katy" railroad reports that one of the notable features of industrial developments in its traffic territory during the year 1926 was the expansion of Fort Worth, Texas, as a grain market, it being designated by the Chicago Board of Trade as one of the "primary grain markets" of the country. Total inspections by the grain inspection department of the Fort Worth Grain and Cotton Exchange numbered 34,698 cars, a gain of 7,943 cars over 1925 and nearly 14,000 cars more than in 1922. During this four-year period the capacity of Fort Worth elevators has more than doubled, being 4,675,000 bushels in 1922 and 9,825,000 in 1926. It is

worth special note that in this railway's 3,600,000-bushel elevator, Fort Worth has the largest grain elevator in the South and the greatest in the Southwest, Kansas City, of course, excepted.

Emergency shipments of grain may be carried by air, in a few years, according to a German inventor who has perfected a monoplane which floats three trailer freight planes behind it. Just as we are about to get rail and water freight rates adjusted it would greatly complicate matters to have competing air tariffs enter into the tangle.

No one ever has written a poem on the beauty of a country elevator, or a terminal plant for that matter. In fact, one instance is now on record of a libel suit growing out of the published statement that a city office building "looks like a grain elevator." The elevator is not beautiful, but it can be clean, and its premises made to look business-like. Spring weather is made to order for house cleaning, and such work should not be limited to the Chicago Board of Trade.

The dust explosion aboard ship which occurred this January, and sank the French barge, *Richelieu*, at the B. & O. docks in Baltimore, is cited in a National Fire Prevention Association report as "the first recorded case of a dust explosion aboard ship." This recalls the thrilling story by Joseph Conrad, of the *Judea*, bound for Bangkok, which sank at sea from the effects of a coal dust explosion. This account should also prove of interest to railroads and other operators of pier terminals, as it forcefully shows the exposure hazard to such terminals from vessels alongside that are loading grain or other materials which generate dust on their descent to the holds.

The Chicago Board of Trade has thrown down the gauntlet before the Illinois State Legislature. The challenge will not be taken up in all probability, and the Kessinger Bill to regulate the Board by politicians, seems doomed. The decision of the exchange directors to make no further provision for future contracts beyond September 30, "until further notice," that is, until the Kessinger proposal was killed, thus has rendered a great service to the Middle West's grain trade.

It is doubtful, however, if even this action would have sufficed to stave off absurd regulatory legislation, had not the announcement been made shortly after, that three individuals, including the president of the Armour Grain Company, were to be brought to trial May 20.

At least one of these men was faced with the near possibility of criminal indictment over a fortnight ago, and it is difficult to see on what grounds the Board was justified in postponing to the last minute action against its members under suspicion.

The atmosphere around La Salle and Jackson in Chicago, is gradually clearing. It is about time. Honest board members have been involved in the haze long enough.



JOHN E. BRENNAN  
Chicago

# NEWS OF THE TERMINAL MARKETS

KENT D. KEILHOLTZ  
Toledo

## NEW YORK GAINS IN MEMBERSHIP

Memberships on the New York Produce Exchange during the first quarter of 1927 increased 45 per cent over that of a similar period last year. This increase was made in the face of an increase of 200 per cent in the transfer fee. In the first three months of this year 16 memberships were purchased against 11 of last year's first quarter. Last October the transfer fee was increased from \$100 to \$300.

## CINCINNATI EXCHANGE CHANGES NAME

The name of the Cincinnati Hay & Grain Exchange which has been operating for some time at Third and Walnut Streets, Cincinnati, Ohio, has been changed to the Board of Trade and the activities and quarters of the exchange are being expanded. The first floor of the building in the future will be occupied for Board of Trade purposes and will contain offices of the Inspection Department. The upper floors of the building will be occupied by offices of members of the Grain Exchange and firms of allied business connections.

## NEW OFFICERS AT BUFFALO

On April 14, the new Board of Directors of the Buffalo Corn Exchange met and selected the officers who are to direct the activities of the exchange during the coming year. They are: President, J. J. Rammacher; vice-president, C. C. Lewis; treasurer, J. G. McKillen; and secretary, Fred E. Pond. W. J. Heinold is retiring president.

Mr. Rammacher was one of the organizers of the Eastern Grain, Mill & Elevator Corporation which was incorporated in 1914 and has been its vice-president and treasurer, during that time.

The Directors of the Exchange are: E. B. Black, M. C. Burns, Lloyd Hedrick, C. C. Lewis, J. G. McKillen, E. E. McConnell, J. J. Rammacher, H. H. Richardson and Geo. P. Urban.

The committees selected for the coming year are as follows:

*Transportation:* C. P. Wolverton, chairman; Edgar B. Black, M. C. Burns, M. F. Cohn, J. W. Hannes, Lloyd Hedrick, A. H. Leeson, C. B. Lee, F. J. Maurer, F. J. Schonhart, Mark Steele, Geo. P. Urban.

*Floors:* C. C. Lewis, chairman; J. G. McKillen, S. E. Provoost.

*Legislative:* C. C. Lewis, J. G. McKillen.

*Inspection and Weighing:* E. E. McConnell, chairman; W. E. Ashe, Basil Burns, J. B. Stouten, H. E. Tweeden.

*Complaint:* F. A. McLellan, chairman; W. J. Heinold, D. M. Irwin.

*Arbitration:* Geo. B. Wood, chairman; M. P. Ryley, E. W. Mitchell.

*Arbitration Appeals:* A. B. Black, chairman; F. F. Henry, R. E. Pratt.

*Canal:* Leo P. Meyer, chairman; Harold L. Abell, E. G. de Grey, G. W. Martin, Geo. E. Pierce.

## ORDERS TRIAL OF ARMOUR OFFICIALS

The Chicago Board of Trade has ordered the trial of John Kellogg, George E. Thompson and K. V. R. Nicol on charges of dishonest and dishonorable conduct and bad faith. These former officials of the Armour Grain Company are to go to trial May 20, facing a possible suspension from trading privileges or dismissal from membership.

"The Armour Grain Company defrauded the Grain Marketing Company by misrepresenting the character of wheat in the Northwestern Elevator,"

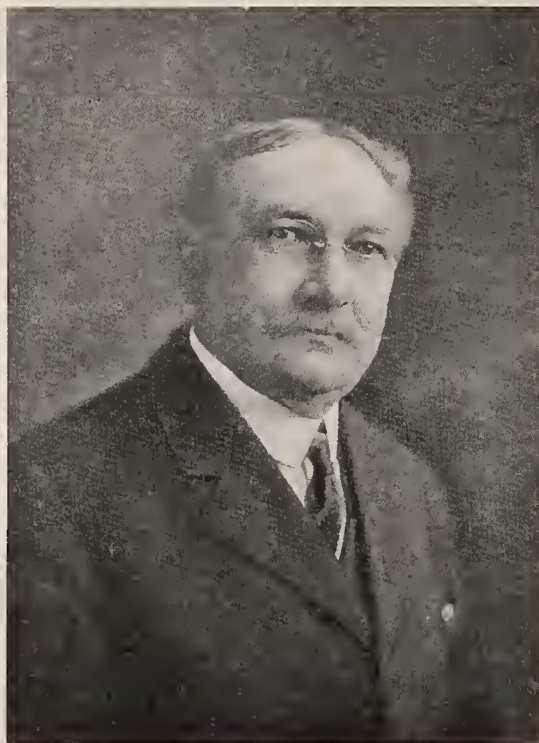
the Board of Trade committee's report states, adding that Kellogg knew or learned of the fraud, but took no action to protect the Grain Marketing Company, though one of its officials. On the contrary, it is charged, he participated "in concealing such fraud."

All of which, the report concludes, constitutes on the part of Kellogg "dishonest conduct and bad faith," adding: "The widespread publicity given these wrongful acts has had a manifest tendency to impair the dignity and good name of the association."

Charges against Nicol, who was vice-president of the Armour Grain Company at the time of the merger, are practically identical with those against Kellogg. Thompson, who was general superintendent of the Armour elevators, was directly charged by the committee with participating in the frauds.

## E. L. SOUTHWORTH DEAD

Heart disease, following a long illness, caused the death on April 20 of Ezra L. Southworth, of Southworth & Co., widely known grain and seed brokers of Toledo, Ohio, at his home there. A capable busi-



THE LATE E. L. SOUTHWORTH

ness man and entertaining friend, he will be missed by a large number of men both in the grain trade and outside of it. He leaves no immediate family, his wife having died two years ago.

Mr. Southworth was born in Geneva, N. Y., in 1848. He graduated from the University of Michigan, and then moved to Toledo where he became associated with C. A. King & Co., remaining with them for 12 years. He then became associated with Richard Hallaran & Co. Upon the death of Mr. Hallaran he organized Southworth, Paddock & Co., which in 1881 was reorganized as Southworth & Co.

In 1905 he was elected president of the Toledo Produce Exchange and again in 1908 he was chosen to fill this important position. Since then he has been a director on the Exchange and chairman of many important committees.

In his will, Mr. Southworth remembered his old friends and business associates. Bequests were made to numerous charities and to all the old employees of the company. Archibald Gassaway, sec-

retary of the Exchange, was included among his beneficiaries. His stock in Southworth & Co., was divided as follows: Three-fifths to Kenton D. Keilholtz who has been associated with him for many years, as vice-president and active manager; one-fifth to Charles R. Keilholtz and one-fifth to John W. Luscombe. These, together with Joe L. Doering, will continue the firm of Southworth & Co., under the old name.

Members of the Toledo Produce Exchange will greatly miss "The Grand Old Man," as he was known to his associates, as will his countless friends in the grain business in other markets.

## CHICAGO BOARD SUSPENDS TRADING BEYOND SEPTEMBER

Trading in grain for future delivery beyond the close of September contracts will be suspended on the Chicago Board of Trade pending the outcome of proposed legislation at Springfield.

This drastic action was taken at a special meeting of the governors of the exchange last Saturday. It followed three days of conference with grain, financial and farm interests.

The resolution adopted by the Directors, says: "In view of the uncertainty surrounding the ability of the Chicago Board of Trade to properly perform its usual service in the marketing and distribution of agricultural products, in the event certain proposed legislation is enacted at Springfield, the Market Report Committee be and hereby is instructed to make no further provision for contracts for delivery maturing beyond September 30, 1927, until further notice."

The effect of the order is to prevent resumption of trading in December futures contracts which usually begins at this time of year. Such contracts might be thrown into question by radical legislation halting the futures market.

President John A. Bunnell of the Board of Trade declared after the meeting that it would be "utterly impossible" for the exchange to continue functioning properly in the distribution of agricultural products if the Kessinger Bill, passed by the state senate, is enacted and enforced.

"Now is as good a time as any to finally decide the issue of whether Illinois wants to retain the central grain market. Farmers and business men have as great an interest in the outcome as the grain trade.

"This exchange is already under rigid supervision by the Federal Government," President Bunnell continued. "The lines are drawn so tight that at times much of the investment and speculative interest necessary to carry the farmer's grain is lacking. The drastic Kessinger Bill, entangling the exchange in state politics, would place us at a distinct disadvantage with markets of other states. Farmers and business interests for which the exchange is maintained would necessarily transfer their marketing to other states. Such result would be inevitable.

"In no sense is the Kessinger Bill designed as a constructive aid to agriculture and business. On the contrary, it is so radical in its provisions that if enacted and strictly enforced the grain marketing service of the entire country would be seriously impaired, with unhappy results to business generally. Agricultural and business interests in Illinois would sustain the heaviest injury. Nothing in the recent testimony of the house committee holding hearings in Chicago would in any way justify the Kessinger Bill, which is not concerned with warehousing of grain, but merely repeats the most



objectionable provisions of the old Lantz Bill and other measures defeated several years ago.

"The exchange operates under a state charter. If the state sees fit to destroy that charter by passing laws that end future trading, it is a misfortune to Chicago and to the state. But we are through fighting at Springfield. Either the state does or does not wish to retain the central grain market."

## AN INTERESTING SOUVENIR

On May 2 the Pope & Eckhardt Company of Chicago, sent out with its daily market letter, a reproduction of the *Chicago Daily Commercial Bulletin* of May 1, 1867, a reminder of 60 years ago. The old bulletin contains many items of interest and of course it was for that reason that the Pope & Eckhardt Company sent it out.

For instance wheat closed at \$2.69, rejected wheat being bought very cheap at \$2.25. Corn closed quiet at \$1.09 for No. 2. Oats brought 62½ cents and barley 90 cents on that day and No. 1 rye was sold around \$1.48. Lake rates from Chicago to Buffalo ranged from 6 cents on steamers to 4 cents for sailing vessels. Flour sold from \$13.50 to \$14.50 per barrel. Steers sold up to \$9.70 and dressed hogs at \$9 per hundred.

But not everything was high in price, although no doubt it seemed so at that time. Eggs were 13 and 14 cents, choice butter at 25 to 28 cents.

## MILWAUKEE REGISTERS WAREHOUSE RECEIPTS

In his annual report for the Board of Directors of the Milwaukee Chamber of Commerce, President W. A. Hottensen said:

"Your Board of Directors has also formulated rules and regulations to provide for a system of registration of "regular" warehouse receipts similar to the manner in which storage house receipts are registered and certified. The effect of this action is to enable the warehouseman to furnish a receipt with the maximum amount of protection and security to the holder of such receipt, the unloading and loading out at those elevators being so completely under the control of the registrar that he is in a position to certify that the grain evidenced by the receipt is actually in the warehouse, and that permission will not be given to remove it until the receipt is surrendered for cancellation, the same as in the case of a registered storage house receipt for the operator of a private elevator."

The Board of Directors reappointed M. H. Ladd chief weigher, and Allen A. Breed as chief grain inspector for the ensuing year; adopted a resolution advancing the time of day one hour wherever mentioned in the rules and regulations during the period April 25 to September 24, 1927, to conform to other markets; approved the president's appointments to the various Board of Directors' committees and general committees.

## CORN AND OATS PREDOMINATE

The business at Peoria during the last month has been confined almost entirely to corn and oats. We have had some spots where receipts and arrivals were very light—other times very heavy. The average arrivals during past 30 days have been about sufficient to satisfy our local corn industries, who are using approximately 75,000 bushels daily. Our prices have kept well in line with other markets, often somewhat higher. In fact, values here have been sufficiently high to draw the industry supply most of the time. This is still the situation.

We are getting very fair receipts of corn which is all meeting with a good demand. There is a particularly good demand here all of the time for the cheaper grades—such as Nos. 5, 6 and Sample. In fact, all corn is cleaned up nearly every day and at prices that are satisfactory to shippers. Right now farmers are very busy and the movement will doubtless be light but the arrivals here are likely to be fairly good average.

Oats have been coming a little more freely, though our market like all markets has had comparatively light arrivals. Values here seem to be well in line with other competing markets and we

have experienced very little difficulty in getting sufficient shipments headed this way to supply the demand. While the general trade for oats is not at all heavy—yet we have been able to move them out as fast as they have arrived and in fact reducing elevator stocks somewhat right along.

We think shippers who are not familiar with the Peoria market might learn something to their advantage by correspondence and we shall be glad to pass out information to all who want it.—P. B. & C. C. Miles, Peoria, Ill. In market letter of May 9.

## NEW DIRECTORS OF THE G. D. N. A.

The new directors of the Grain Dealers Association include D. B. Kevil, Sikeston, Mo.; James A. Sturges, Easthampton, Mass.; and G. Ellsworth Meech, Middletown, Conn.

D. B. Kevil is vice-president and manager of the Sikes-McMullin Grain Company, which has headquarters in Sikeston, Mo., and operates 16 grain stations in southeastern Missouri. He is a native of Kentucky and went to Sikeston about 18 years ago, becoming associated in the grain business with the present firm, which then had only two warehouses. He was connected with the Marion Milling Company, Marion, Ky., several years prior to that and still retains an interest in this company.

"When a youngster," says Mr. Kevil, "my father owned an old fashioned water grist mill in Kentucky, and perhaps to my association with the old water mill I attribute more than anything else the casting of my lot in the milling and grain business."

James A. Sturges is secretary and treasurer of the Massachusetts Retail Grain Dealers Association, with headquarters at Easthampton, Mass. He



JAMES A. STURGES



D. B. KEVIL

is head of the firm of J. A. Sturges & Co., retail grain dealers. He is also a director of the Eastern Federation of Feed Merchants. Mr. Sturges has been prominent in the grain trade of New England for some years and occupies a well deserved position among the foremost leaders in the business in his territory. His various affiliations made him more than ordinarily qualified for taking on the added responsibilities as a director of the Grain Dealers National Association, for he enjoys the fullest confidence of his associates and fellow grain men.

## ST. LOUIS MARKET STRONG

The week ending May 7 showed quite a little action in cash wheat in this market. Deliveries on May contract were 400,000 bushels on the first day which was taken readily and in some instances shipped out.

The Soft Red wheat basis has improved rapidly within the last 10 days, whereas Soft Red wheat was selling as much as 8 cents under the Hard wheat which worked up to within 1 cent of the Hard wheat last week.

St. Louis is only affected in a limited way on account of river flood conditions, but last week all elevators were working on practically a normal basis, in fact, only the river houses were affected during the extreme high gage which was a shade over 36 feet and got down to under 26 feet Sunday, although it is predicted there will be a further rise, on account of recent rains, of four or five feet.

Our corn market has shown a great deal of strength and our prices are ruling on a very attractive basis, the advances in corn have been rapid but the arrivals have gone mainly to local industries as the St. Louis industries have been growing very rapidly in the last few years and their requirements are large.

Oats have been well taken and have also seen advances in price along with wheat and corn. The

quality of the oats continues of rather low type. Shipping demand has been a little better than the local demand.—From a recent letter from the Martin & Knowlton Grain Company, St. Louis, Mo.

## MURRAY'S ESTIMATE

Nat C. Murray, statistician for Clement, Curtis & Co. of Chicago, in his May review of wheat prospect, estimates a Winter wheat crop of 602,636,000 bushels and Spring wheat, 245,000,000 bushels, a total about 15,000,000 bushels in excess of last year. He looks for a corn acreage 2.5 per cent greater than last year, and oats acreage 2.4 per cent less than a year ago. He says: "The situation as to supply and distribution of corn and oats is approximately as follows, in millions of bushels:

CORN			
	1927	1926	Difference
Supply beginning .....	2,826	2,978	—152
March 1 (Gov't) .....	1,114	1,330	—216
About May 1 .....	710	996	—286
Disappearance 6 months..	2,116	1,982	+134

OATS			
	1927	1926	Difference
Supply beginning .....	1,364	1,580	—216
March 1 (Gov't) .....	424	571	—147
May 1 .....	191	325	—134
Disappearance 9 months..	1,173	1,155	+18

## CROMWELL'S ESTIMATES

Lamson Bros. & Co. of Chicago on May 1 sent out the estimate made by R. O. Cromwell on the prospect of the new crop. Mr. Cromwell says:

"The condition of Winter wheat is 86.2 per cent. Conditions are fairly good generally except that excess moisture has made excess growth of a kind susceptible to heat and pest damage, especially in the southern part of the belt. Such conditions, if not immediately corrected, preclude heavy yields. The estimated condition and acreage forecasts a crop of 596,800,000 bushels. Last year there were 626,929,000, and the 10-year average is 572,887,000. Increase in the present forecast is due to less than normal loss of acreage during April. There has been practically no change in the indicated yield per acre.

	Per Cent Abandoned	Condition	Production
Montana .....	10.0	86	8,700,000
Colorado .....	12.0	78	17,700,000
Kansas .....	10.0	82	143,800,000
Nebraska .....	2.0	92	56,300,000
Missouri .....	5.5	81	20,000,000
Oklahoma .....	4.0	82	55,600,000
Texas .....	3.0	85	31,500,000
Illinois .....	5.0	84	38,000,000
Indiana .....	4.0	86	28,800,000
Ohio .....	5.0	82	25,000,000
Washington, Oregon and Idaho .....	4.0	95	59,200,000

"The condition of rye is 87 per cent, compared to 81.5 last May and a 10-year average of 88.1. Last month the condition was the same as in December at 86.4. A crop of 45,900,000 bushels is forecasted. Last year there were 40,000,000, and the 10-year average is 67,000,000. The acreage this year is about 3,500,000, compared with a 10-year average of 4,300,000."

## OATS IN GOOD DEMAND IN PITTSBURGH

Our oat market has been in a fairly good position. Receipts are about equal to the trade's requirements, which are principally for No. 3 or better. Some No. 4 Whites arriving, also sample oats, which are marketed at the usual discounts. Elevator stocks the past week have decreased slightly. We can recommend consignments of oats, as our market is in line, or a little better than most of eastern markets at this time, with no prospects of heavy receipts.

Corn: The demand has been just fair and the recent sharp advance has apparently not excited buyers, who are only taking on their immediate requirements in small quantities. The corn is grading well and elevator stocks show a decrease for the week. We would recommend consignments of shelled corn. Ear corn is extremely slow demand, and would not recommend consignments to this market. Interior buyers show only slight interest in the purchase of corn and continue to buy in a



small way. The recent sharp advance has curtailed the demand considerably, while the country offerings have been fair, considering the season of the year.

Our report indicates that seeding of oats has practically been accomplished and that the plowing for corn is on full blast the past few days and with any kind of favorable weather corn should soon be in the ground. All reports of wheat and the early sowing of oats indicates they are doing very well.

Local movement of wheat to eastern territory has shown some increase the past week or two. Most of this wheat is going to export markets as the milling demand is practically nothing. We refer to Winter wheat and present prices are now apparently attractive to growers who are inclined to let go. Wheat that has been held for the past two years is now coming out.—*Recent letter from the Harper Grain Company, Pittsburgh, Pa.*

## OATS AND CORN STRONG AT TOLEDO

Receipts of corn in Toledo for the past 10 days have dropped off considerably. Advises of consignments are very light. Conditions no doubt due to the fact that the farmers are busy in the fields and therefore hauling no grain to the elevators.

Demand continues very good for all grains, especially corn and good No. 2 White oats. Prices being obtained in Toledo have proved attractive and very satisfactory to the shippers.—*J. F. Zahm & Co., Toledo, Ohio, in letter of May 11.*

## NEW OFFICERS AT FORT WORTH

The Fort Worth Grain & Cotton Exchange held its annual election the latter part of April and elected Jule G. Smith, president of the Fort Worth Elevator Company, as president of the Exchange for the coming year. He succeeds J. A. Simons who is now a member of the Board of Directors. J. W. Hamilton was elected vice-president; E. B. Wooden, secretary, and Charles W. Little, treasurer.

The Committee on Grain Arbitration for the year is composed of C. M. Carter, Joe Collins and H. G. Isbell; the Committee on Grain Rules, Constitution and By-Laws, E. R. Cowan, E. E. Bewley and E. G. Rall; Cash Grain Committee, Sam Strader, Young Davitte and W. O. Brackett; Grain Inspection Appeals Committee, P. J. Mullins, Leo Potishman and W. D. Mathews; Grain Arbitration Appeals, I. R. Merrill, F. A. Bailey, C. G. Wilkins, P. J. Mullins and M. C. Rall.

## RAPID DISPOSITION OF ARMOUR PLANTS EFFECTED

Six large elevators of the Armour Grain Company, in addition to the grain storage plants of the three Armour cereal mills sold to the Ralston Purina Company, St. Louis, Mo., now have been disposed of to various grain firms.

The Donahue-Stratton Company, Milwaukee, Wis., has acquired leases on four elevators, with an aggregate capacity of nearly 4,000,000 bushels from the Armour interests. The houses are the Santa Fe Elevator at Chicago, with a capacity of 1,800,000 bushels; the C. B. & Q. "C" house at Chicago, of 1,250,000-bushel capacity; the Canadian National Elevator at Depot Harbour, Ont., with 1,200,000-bushel capacity, and the Armour interest in the Lake Elevators Corporation, operating the Connecting Terminal Elevator at Buffalo. Two of the above houses will be operated by the newly organized Kellogg-Stratton Grain Company.

The Froedtert Grain & Malting Company has acquired the former Armour lease on Illinois Central Elevator "C," an 800,000-bushel house at Chicago, and has appointed Albert R. Taylor, recently manager of the Milwaukee offices of the Armour company, and president of its subsidiary, the Wisconsin Grain Elevators Company, as manager of its Chicago office. This gives the Froedtert company a capacity of more than 4,000,000 bushels, with elevators at Milwaukee, Minneapolis, Red Wing, Minn., Winona, Minn., and Chicago.

Shreve M. Archer, president of the Archer-Daniels-Midland Company, has purchased the two terminal elevators in Minneapolis operated by the

Delmar Company, an auxiliary of the Armour Grain Company.

The Great Northern Elevator has a capacity of 1,500,000 bushels, and the Delmar 500,000.

The Cargill Elevator Company, Minneapolis, has purchased the lease on the terminal at Milwaukee which has been operated by the Armour Grain Company. This house has a rated capacity of 1,400,000 bushels.

## WHEAT DEMAND PICKING UP

There has been an excellent demand for cash wheat. A fair portion of this has been finding its way into export channels; however, we have noticed a slight increase in the milling demand. There are many of the mills who stocked up at harvest who are finding their stock now rather low. Most of them are just inquiring about prices, but these inquiries give prospects of business in the near future.

There has been a good strong elevator demand for corn. The milling qualities and the off grades have been in equally strong demand. Supplies have been inadequate to meet the requirements of the market.

The better grade of oats have been draggy. Off grade White oats are stronger now than they have been at any time during the crop. This had a tendency to very much narrow the discount between No. 3 White and Sample oats.—*The Early & Daniel Company, Cincinnati, Ohio, letter of May 9.*

## VOLUME OF GRAIN FUTURE TRADING IN APRIL

The Grain Futures Administration, reporting the April future trading figures on the Chicago Board of Trade, records another small month, the total for all grains being 1,132,389,000 bushels as against 1,313,746,000 bushels last month. The April trades were divided among the various grades as follows, for the purpose of comparison the March figures for each grain being given in parentheses: Wheat, 712,327,000 bushels (788,326,000); corn, 287,381,000 bushels (399,209,000); oats, 87,338,000 bushels (85,380,000); rye, 45,343,000 bushels (40,831,000).

The average open contracts for April, "short" side of contracts only, there being an equal volume open on the "long" side, were: Wheat, 80,193,000 bushels, as against 96,935,000 last year and 86,896,000 last month; corn, 80,416,000 bushels, compared with 57,876,000 a year ago and 84,959,000 in March; oats, 43,551,000 bushels, as against 46,132,000 a year ago and 48,396,000 last month; rye, 13,585,000 bushels, compared with 13,177,000 in April 1926 and 15,099,000 in March.

In 1926 the lowest amount of open contracts in wheat futures fell in June when 84,845,000 bushels were recorded; the low in corn was September with 46,780,000 bushels; the low in oats in July with 31,397,000 bushels; and rye in May with 8,359,000 bushels. The high figures for the open contracts in 1926 were: Wheat, in November, 108,933,000 bushels; corn, March, 84,959,000 bushels; oats, November, 50,015,000 bushels; rye, February, 15,683,000 bushels.

## ILLINOIS CONDITIONS CRITICAL

Lowering skies have promised rain for the past few days but very few showers developed in central Illinois. Owing to the packed condition of top soils, caused by heavy April rains, farmers are having a hard time making a good seed bed for corn. In many fields the ground back of the plow lies in chunks as big as your head, necessitating work with the harrow, on some day the ground is plowed, in order to have much chance of a good job.

Strange as it may seem, showers are needed now worse than if a drier April season had preceded. Early sown oats are not looking extra good, they seem to be having as hard a struggle with the top crust of earth as those sown later, which don't make much progress so far.

Those farmers who were lucky enough to get some fall plowing done in 1926 find themselves fortunate as a few such have been able to plant a field of corn here and there this week, but this

work as a whole is behind an average season. Our guess is that the most important farm work at present is to plant corn the first minute possible.

Already one hears of an improved demand for grain from the flood stricken districts of the Mississippi Valley. Red Cross orders for cornmeal are showing up as expected. These higher prices for Illinois grains are coming earlier, no doubt, on account of southern flood conditions. On account of our crop season being already a late one, weather of next few weeks will be watched critically by grain traders.

It is natural to expect a lighter movement of corn from farms where grown until after corn planting is over. Country elevators are loading out some oats from time to time as they reach a price that strikes some owner's fancy; stocks in farmers' and dealers' hands are lighter than usual.

Values here: No. 4 White, 4 Yellow corn 72 to 73; No. 2 White oats 47½ to 48½; No. 3 White oats 46 to 47.—*H. I. Baldwin & Co., Decatur, Ill.*

## DURUM ACTIVE AT DULUTH

There has been a fairly good demand for cash grain during the past week. The Durum market has been very active for sometime past, but the trade in Spring wheat has been rather slow. There has been a good demand for the better quality of both Spring and Durum.

A feeders' market still exists on oats and corn. Very little of this grain moving.

During the first 15 days of navigation a very large tonnage of grain was shipped to the lower lake ports. That movement appears to be about over.—*White Grain Company, Duluth, Minn., in letter of May 9.*

## CHANGES IN MEMBERSHIP

*Chicago.*—New members on the Board of Trade are: Kay Kimbell, Edw. W. Byrne, Jos. A. McDonough, John F. O'Connell, Jack C. Sturtevant and Wm. J. Mueller. The memberships of the Estate of John H. McReynolds, Walter J. McGraw, George T. Wood, Jr., Don C. Carr, Clarence L. Graff and Frank H. Williams have been transferred. Harry H. Fields & Co. are succeeded by Harry H. Field, J. C. Moats was suspended for insolvency. Reported by Secretary James J. Fones.

*Duluth.*—George S. Williams is a new member on the Board of Trade. J. T. Hickman has withdrawn his membership. Reported by Secretary Charles F. MacDonald.

*Kansas City.*—K. J. Bartsch has been admitted to membership on the Board of Trade on transfer from J. H. Martin. Reported by Secretary W. R. Scott.

*Memphis.*—L. R. Bowman has been elected to membership in the Merchants Exchange. Reported by Secretary N. S. Graves.

## THE KESSINGER BILL

On May 5 the Illinois state senate passed the Kessinger Board of Trade Bill which provides for the regulation of boards of trade by a state commission. The bill declares that any association of persons engaged in buying or selling grain shall be a public exchange and the place of trading a public market; it provides for licensing the exchange and its members, and for keeping records as prescribed. Whenever the commission shall find after notice and hearing, that any rule, regulation, by-law, or practice of any public exchange is illegal, unjust, unreasonable, unauthorized, discriminatory or preferential, it shall order such public exchange to rescind or amend such rule, regulation, by-law, or order or to cease and desist from such practice.

It provides also that each public exchange shall make reports to the commission as often as it shall be required so to by such department. Such reports shall be in such form and shall contain such data as shall be required by the Department of Agriculture, such reports shall be public documents.

The Kessinger Bill provides that two of three members of the proposed "public exchange commission" shall be appointed by the governor and receive salaries of \$5,000 each and that the state



director of agriculture shall act as the third member. The bill directs that the commission is to "have general supervision of all public exchanges (board of trade), and licenses (brokers) and shall inquire into the management of the business thereof."

The commission would have power to conduct investigations and each commissioner would have the power of administer oaths and issue subpoenas.

Other provisions inserted in the old Lantz Bill include the settling up of additional acts declared unlawful if incorporated in any rule, custom, or practice. Among them are any act that:

"Fosters, facilitates, or permits manipulation of prices of either cash commodities or futures.

"Fosters, facilitates, or permits artificiality and undue fluctuation of prices.

"Forbids or can be construed to forbid directly or indirectly the return on a patronage basis by a lawfully formed and conducted cooperative association or organization having a duly authorized representative with membership in such public exchange to its bona fide members of monies collected in excess of the expense of conducting the business of such association or organization."

The bill provides that the state license of any public exchange such as the Board of Trade may be revoked when it shall "fail to carry out any provision of this act," or "fail or refuse to carry out any order or decision of the commission."

Under the bill the license of a broker may be cancelled when a broker shall:

"Manipulate or attempt to manipulate prices or grades.

"Disseminate false, or misleading or inaccurate reports concerning crop or market information or conditions that affect or tend to affect the price of grain.

"Wilfully make or cause to be made any false entry in his accounts or wilfully neglect or fail to make or cause to be made full, true, and correct entries in such accounts and records."

## TERMINAL NOTES

On May 2, grain merchants operating in Seattle, Wash., celebrated the first anniversary of the opening of the wheat pit in Seattle.

The capital stock of the Mensendieck Grain Company, which operates at 854 Board of Trade Building, Kansas City, Mo., has been increased from \$25,000 to \$100,000.

A charter has been filed for the Plainview Grain Exchange of Plainview, Texas. Burton Thornton, C. C. Burns and A. G. Cox are the organizers. There is no capital stock.

The Grain Exchange of Los Angeles, Calif., although it is designated as a contract market for barley, corn and kafir, is at the present time trading in barley futures only.

The Mason City, Iowa, branch office of the J. C. Shaffer Grain Company of Chicago, Ill., has been closed. It is the last of the Shaffer offices in the State of Iowa to be discontinued.

The Board of Arbitration for Flour and Foodstuffs on the Montreal Board of Trade consists of A. E. Gagnon, David Mahaffy, William McDonald, H. W. Raphael and Lionel J. Smith.

Authorization has been granted the officers of the Terminal Grain Company of Sioux City, Iowa, to buy 1,000 shares of stock in the Terminal Grain Company at \$20 a share. The stock has a book value of \$50 a share.

J. M. Hammond is president of the Grain Exchange of Lincoln, Neb. Lee Wilsey is vice-president and W. S. Whitten, secretary-treasurer. The first two with W. T. Barstow are the new members of the Board of Directors.

J. A. Martin, formerly with the Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo., is now manager of the coarse grain department of the Nutrena Feed Mills Company. F. A. Theiss and B. J. O'Dowd succeed him with the Simonds-Shields-Lonsdale Company.

Frank R. Hanlon has resigned as manager of the Merchants Exchange of Seattle, Wash., a position which he had held since 1920. Until a prede-

cessor shall be appointed, a committee of three has been designated to run the affairs of the Exchange. Phil Benedict of Kerr, Gifford & Co., will look after the grain department. Mr. Hanlon will go into business for himself conducting an information bureau for industrial possibilities in the city of Seattle.

Kurt J. Bartsch has formed a connection with the Simonds-Shields-Lonsdale Grain Company of Kansas City, Mo., and will be at the head of its wheat export department. Mr. Bartsch was formerly in the export wheat trade in Chicago.

In addition to a general grain commission and hay and seed business, hereafter the Picker & Beardsley Commission Company of St. Louis, Mo., will handle a complete line of feedingstuffs. The company will handle its new line at the warehouse and terminal elevator.

Election on the New York Produce Exchange takes place on June 6. The Nominating Committee consists of George Rossen, chairman; C. W. Bowring, William Beatty, A. C. Fetterolf, George Flash, F. O. Seaver, E. W. S. Knudsen, Jerome Lewine and F. B. Cooper.

The stockholders of the Milwaukee Chamber of Commerce Clearing Association at their annual meeting elected the following officers: President, F. J. Phelan; vice-president, J. A. Campbell; secretary, Joseph Lers; treasurer, A. L. Flanagan; directors, W. A. Hottensen, B. J. Aston and H. H. Peterson.

Articles of incorporation were filed by the C. A. Malmquist Company of Minneapolis to conduct a grain commission business, capitalized at \$50,000. Karl D. and C. A. Malmquist of Winthrop, Minn., Edith L. Malmquist of Minneapolis and Peter and Christina Billigneier, of Kulm, N. D., are the incorporators.

The Topeka interests in the Trusler Grain Company have been bought by James E. Bennett & Co., of Chicago, who will continue to operate the offices. L. E. Howard who was manager of the Topeka office of the Trusler organization for four years, will continue in charge of it. H. F. Reed will remain as operator.

The Supreme Court of Missouri has dismissed the suit of Isaac T. Rhea against the St. Louis Merchants Exchange. It was filed on account of the Exchange having fixed a settlement price on corn on future contracts in 1917. The court also dismissed a suit filed by Mr. Rhea against the Schreiner Grain Company.

The Rural Grain Company, which has been organized at Chicago, with offices at 58 Board of Trade Building, will be under management of E. V. Maltby. Mr. Maltby at one time was with Hulburd, Warren & Chandler and in recent years was with the J. J. Badenoch Company. The Rural Grain Company will handle cash grain and futures.

A branch office is to be opened at Norfolk, Neb., by the Nelson Grain Company of Sioux City with direct wires to Chicago. Howard C. Turnley will be in charge. The Nelson Grain Company is a member of the Chicago Board of Trade and the Sioux City Grain Exchange and will deal in futures, cash grain, cotton and provisions and stocks and bonds at Norfolk.

On April 21, business men of Boston tendered a dinner to James A. McKibben, who on March 15 retired as secretary of the Chamber of Commerce after 18 years in that position. Edward K. Hall, of the American Telephone & Telegraph Company, Bernard J. Rothwell, president of the Bay State Milling Company and the Lawrenceburg Roller Mills Company, Andrew J. Peters and Homer Eaton Keyes were the speakers of the evening. Mr. McKibben received several lovely gifts from his friends.

The employees who have taken over the business formerly conducted as Walter F. Macneal & Co., 316 Guilford Ave., Baltimore, Md., will operate as the Guilford Grain & Feed Company, Inc. Two of the men now interested have been in the feed and grain business there for 25 years and were associated with the late Walter M. Mcneal during the entire time he conducted the business. Charles

E. Herbst is president of the new company; George P. Vickers, vice-president and treasurer; Harry C. Schupp, secretary.

In April an interesting debate was carried on in the Kansas City *Post* by Earl G. Wallingford of the Wallingford Bros. Grain Company of Kansas City, Mo., and F. R. Downey of Wichita, Kan., secretary-treasurer of the Kansas Co-operative Wheat Marketing Association, over the respective merits of the pool and the board of trade methods of marketing wheat.

## TRADE NOTES

For many years the Humphrey Employees' Elevator (made at Faribault, Minn.) has been a time and man saving equipment, in elevators. The new Humphrey with its non-friction bearings and consequent decrease in power consumption, is an adjunct which no elevator should be without. The company might well claim for the elevator that it is an important fire preventive measure. It is an easy matter to examine belt and bearings in the cupola when a Humphrey is available. Without it, workmen or owners too often shut down without looking over the elevator heads,—then comes the fire.

For the movement of large volumes of bulk grain, the American Miag Corporation of Buffalo, N. Y., is convinced that the pneumatic system is bound to replace that of elevators because of its extreme flexibility and efficiency in handling grain. Some of the features of this system which point toward universal adoption, according to the Miag corporation, are the decrease in labor cost, elimination of dust, decrease of danger, and independence of weather conditions. The company points to the fact that the pneumatic system has been adopted as standard in most world ports except in America.

At the annual meeting of the Timken Roller Bearing Company, held at the main plant, Canton, Ohio, on Tuesday, April 19, all the present officers were re-elected for another year. H. H. Timken is president; W. R. Timken, John G. Obermier, Marcus T. Lothrop, H. J. Porter and T. V. Buckwalter, are vice-presidents; J. F. Strough is secretary and treasurer, and W. A. Brooks, is assistant secretary. Directors are H. H. Timken, W. R. Timken, Marcus T. Lothrop, John G. Obermier, and J. F. Strough. Only routine business followed the election. The financial report of the company was made public several weeks ago.

In more ways than one the combination harvester-thresher machine is revolutionizing grain handling methods. One of the important changes is the obligation it has put elevator operators under to install truck dumps which can handle rapidly and efficiently the truck loads of grain from the field. The Kewanee Implement Company of Kewanee, Ill., reports that the change in harvesting methods has brought a sharp demand for the Kewanee all-steel Truck Lift, which handles trucks as fast as they can drive into the elevator, is simple in construction and has the additional advantage of having a compressor which can be "serviced" at any Ford station. This latter is an important feature and one which makes an appeal to all operators.

The country grain business in the last 10 years has passed through three distinct stages. From a purely grain handling utility, the elevator became a salesroom for a number of commodities which farmers require, and the elevator operator had to learn how to sell as well as buy. But now, according to Sprout, Waldron & Co. of Muncy, Pa., the elevator owner has also become a manufacturer. The increase in scientific feeding has produced a demand for ground grain products that has forced the progressive elevators to install feed grinding outfits and Monarch Feed Mills are found in a rapidly growing list of country elevators, and for two reasons: The customers of the elevator demand it; the elevator finds it is a profitable investment. Sprout, Waldron & Co. have some interesting literature on this subject for anyone who desires to know more about it.



## Hints for the Elevator Millwright

The Problems of Shafting, Sharpeners, Mice and Keyways Are  
Discussed by "Big Bill" Davis

By JAMES F. HOBART

"OUR elevator burned some time ago and we rebuilt it using the old transmission machinery as far as possible, but the shafting doesn't run to suit us," explained the elevator owner to Big Bill, the millwright, as they arrived at the elevator. "Then there are several other things which I will show you. These things are not right and we can't seem to make them so. As soon as you can get your eyes off that crooked shafting, just take a look at these drop-hangers."

"They don't need much looking at," replied Bill Davis. "I wouldn't put a drop-hanger in an elevator if it were possible to use any other form of journal bearing support. I know very well that when a drop-hanger gets loose it will wobble around, side-wise mostly, and unless you keep after the hanger bolts all the time with a monkey wrench, you are bound to have a swaying bearing and the troubles caused by it."

"What can be done, Mr. Davis? We tighten these hanger bolts frequently, but even when they are screwed home you can rock some of the hangers sidewise with one hand and you often can see them swaying back and forth while the shafting is running."

"Those hangers are bolted against wooden timber. The sidewise movements of the hanger have caused its foot to compress some of the wood, thus forming a rounded bearing surface upon the timber, upon which the hanger rocks easily even when reasonably tight. There are two things which may be done. Take down the hanger and true up its bearing surface upon the timber, making that surface flat and level and so good a fit against both the hanger feet that there will be no tendency for the hanger to rock back and forth even when the bolts are slightly loose. This really means taking down the several shafts and rehunging them in a proper manner; but it will pay well to do so."

"Another and a quicker way, though not quite so good, is to loosen the hangers as much as possible by unscrewing the bolt to the ends of their several threads. Then, with mallet and chisel, rough up the wood the bearing must rest upon, particularly along the edges of the wear rounded surface. Then, mix up some No. 1 smooth-on and 'butter' the edges of the hanger foot, putting in as much smooth-on as you think necessary to form a good bearing between hanger-foot and rounded timber surface. Screw the hanger bolt nuts home and allow the smooth-on to set or harden for a few hours before putting on the belts. Frequently this treatment will last for many months, but eventually the smooth-on will work out of place and have to be renewed. If possible to spare the time, cut new bearing surfaces for the drop-hanger feet and make some man responsible and keep the hanger bolts tight all the time."

## STRAIGHTENING CROOKED SHAFTING

"That shafting does look rather shaky," said Mr. Davis. "Is it to be wondered at that the drop hangers wear themselves out of place with all that shaft trembling going on in their bearings?"

"But, what can be done with that shafting to make it run better? After the fire, all the shafting and pulleys were sent to the machine shop, where they were supposed to have been straightened, balanced and fixed up properly. But they weren't, as you see. What can we do to cure the trouble without buying new shafting?"

"I'll show you," said Bill Davis. He then hunted around the elevator and found a piece of eight-inch I-beam about 12 feet long. This was hack-sawed in two at the middle, the pieces placed side by side with pieces of plank between and outside of each so that the beams did not quite touch each other. Then the I-beams and planks were bolted securely together at several points along their length. Four stout rods were threaded at both ends and made into two yokes with cross-pieces of six by six-inch timber. The yokes were hung upon the shaft to be

straightened after a shallow groove had been cut in each upper timber so that the yoke would center itself upon the shaft.

The rods passing through the lower yoke timbers were placed just far enough apart to permit of the I-beam timber being placed between them. The yoke rods were made of sufficient length to clear any pulleys which might be upon the shaft. Then a jack-screw was placed upon the built up timber and clamped thereto in such a manner that the jack could be moved easily along the timber but could not fall off it. Mr. Davis then made a swedge tool out of a blacksmith's handled swedge. The bottom of the tool was made to fit the shaft to be straightened, then hardened and its temper let down to a light straw color. With the jack-screw in place upon the timber and a V-grooved cap between the jack and the shaft, Mr. Davis placed the jack directly under one of the bends and then revolved the shaft by hand until the down part of the bend was exactly above the jack-screw, which was then tightened until the shaft was bent upward from half an inch to an inch.

The swedge tool was then applied directly above the jack-screw and struck several smart blows with a heavy hand hammer or a light sledge, according to the diameter of the shaft under treatment. The portion of the shaft just hammered stretched slightly and straightened more or less according to the treatment given it. By hunting out the bent places one after the other and treating them as above described, Mr. Davis succeeded in making the shaft quite straight.

Considerable time was lost as the shaft grew straighter in finding the convex portion of each bend directly above the jack-screw. To facilitate matters, Mr. Davis placed a rod, or in some cases a post, as close to the shaft as possible, sometimes holding the post or shore firmly in place by means of a small jack-screw placed beneath it upon the floor. A stout metal pin or bolt was rigidly attached to the post about an inch below the lower side of the shaft and parallel with it.

Mr. Davis then procured a long strip of light wood about an inch square at one end, parallel for six inches, then tapering down to a very slim pointer, as much wood as possible being removed, still permitting the pointer to retain a straight shape. A slight groove two inches from the big end of the pointer was made and placed upon the pin projecting from the post. When the shaft was revolved the pointer revealed at once by a multiplied up and down motion the exact location of the convex point which should be placed above the jack-screw for treatment, the pointer being removed during the jacking and swedging operation.

## OFF-SET KEYWAYS

"Here's another one of our troubles, Mr. Davis," said the elevator man. "Some of these pulleys are loose and we can't seem to tighten them. What is to be done?"

Mr. Davis looked the pulleys over, gave one of them a pull backward and forward around the shaft and found quite a bit of looseness. The pulley rim could be moved an inch or more. A closer examination showed that the keyways in pulley and shaft were not of the same width, that in the pulley being the widest. Bill Davis showed this to the elevator owner and also showed him how the edges of the shaft keyway had been swedged somewhat out of shape by the rocking motion of the loose key. The owner was told of two ways whereby the trouble could be remedied.

The first way was to daub the keyway and key or spline, liberally with No. 1 smooth-on, which had been mixed with water to the consistency of a thick cream. The key was then put in place in the shaft, the pulley slid upon the key and left undisturbed over night, for the smooth-on to harden. Mr. Davis said this treatment would prove effective

for several months, possibly a year or more, but eventually the smooth-on would wear out and the pulley become loose again.

Big Bill allowed that the second method was best and permanent. He showed the workmen how to plane out a soft wood stick, after the pulley had been removed from the shaft, and the stick made to fit very snugly into the pulley keyway. The stick was planed very square and true on all sides and made a bit thicker than the new key which was to be made. One side of the keyway was found in pretty good shape while the other side had been swedged up somewhat by the loose key. The good side of the keyway was carefully smoothed up with a file and the swedged-up metal on the other side of the keyway was filed down so that the wooden key pattern could be placed against the good side of the keyway, on top of the filed down portion, and carefully marked along its side with a very sharp scratch awl or scriber.

Here the methods divided again. Either the keyway could be widened by hand, with cold chisel and file, or, as Mr. Davis told them, they might borrow a hand key-seating machine from some neighboring machine shop, although in that case the machine man might want to come with his tool and do the job. Attention was called to the necessity when thus borrowing a key-seating tool of procuring with the machine a milling cutter which would cut a slot exactly to fit the pattern. Davis told them that it might be impossible to procure a cutter of the exact width required, in which case, they had best select a slightly narrower cutter and afterward widen the keyway with a file to fit the spline pattern. He showed them how to place a stick in the keyway beside the file in such a manner as to help steady the file and to keep it from wobbling or tripping sideways.

The necessity was shown of making the two keyways of exactly the same width in order to prevent the new key from working loose. After the two keyways had been finished, and found to match each other after the pulley had been put in place, Mr. Davis told them to plane the spline pattern carefully, removing only some of its thickness, until it was just too large to slide into the keyway. Then he told them to forge a key and to file-finish same to exact size of the wooden pattern, using the callipers to determine the exact size. The new key was then to be fitted a little more by filing it here and there as required until it could be driven tightly into place in the keyway, against which it should bear only up on its top and bottom, and fit snugly along its sides.

## OWLS FOR ELEVATOR MICE

"What is this?" asked Big Bill Davis as something soft and fuzzy, dislodged by a workman somewhere above, fell upon Mr. Davis' shoulder. "You have an owl in your elevator company, eh? For here's mouse hide and hair."

Not many country elevator and mill owners realize what faithful allies they have in owls in clearing their buildings of mice. I know of at least two owners who do all in their power to enlist owls in their service. To entice owls to enter their property, a limb of a tree will be fastened horizontally near an open window or an opening in the building. The owls will alight upon a bare limb whether extending from a tree or a building, and will enter window or hole; then woe be to the mouse which Mr. Owl sets eyes upon. In one elevator at least dead limbs from a tree have been nailed up not only outside an opening but inside of the elevator building, inside of which one or two "screechers", known in the south as "shivering" owls, may be found at almost any time, dozing away the daylight hours in perfect security.

## THE GRAIN MARKET SITUATION

By G. A. COLLIER

Grain, Hay and Feed Market News Service, U. S. Department of Agriculture.

Grain prices have advanced materially during the past month. Delayed seeding of Spring wheat, together with a continued good export demand, has strengthened the wheat market. Rye has advanced with wheat and also as a result of considerable ex-



port buying. Lighter market receipts of corn, together with a smaller supply on farms and the delayed planting of the new crop has caused a much firmer market for that grain. Oats have been firmer with corn and also as a result of unfavorable seeding conditions in the North Central States.

A Winter wheat crop about 33,000,000 bushels below that harvested last year is indicated by the condition on May 1 which was 85.6 per cent of normal compared with 84.0 per cent on May 1 last year and 83.7 the average condition for the past 10 years on May 1. The winter damage was less than the average and the abandonment was estimated on May 1, at 3,550,000 acres, or 8.4 per cent of the acreage planted last autumn. This compares with a 10-year average to May 1 of 12.5 per cent. Stocks of old wheat are materially larger than at this time last year and present prospects indicate that the supply of Winter wheat this year will be about the same as a year ago.

The seeding of Spring wheat in the United States has been delayed by the wet, cold weather and considerable seeding yet remains to be done. Moisture conditions in the Spring wheat states, however, are very favorable and the early planted wheat is reported as making satisfactory progress. Seeding of Spring wheat in Canada has also been delayed and will be much later than usual.

Liverpool prices have advanced about 10 cents per bushel during the past month and this has been reflected in the leading markets of the principal exporting countries. While this has been a strengthening factor in the domestic markets, prices in United States markets have not advanced so much because of the only moderate demand from mills. Flour demand has been somewhat restricted by the advance in prices and mills have been taking only sufficient wheat for their current needs. Premiums for cash grain have held firm at the principal Winter and Spring wheat markets. At Kansas City 13 per cent protein No. 2 Hard Winter wheat is selling at 6-7 cents over the May delivery price. At Minneapolis No. 1 Dark Northern Spring wheat, 13 per cent protein, is quoted at 6-12 cents over the May.

The demand for Durum wheat has become less active, particularly for the lower grades. Export demand is quiet and No. 1 Amber Durum is now being quoted at about 10 cents over the May delivery price at Duluth.

The rye market has advanced with wheat and also as a result of light offerings and a moderate export demand. Exports to date total nearly 14,000,000 bushels compared with about 8,500,000 bushels for the same period last year. A crop of about 47,861,000 bushels is indicated from a condition of 88.3 per cent of normal on May 1. This is an increase of about 7,837,000 bushels over the crop harvested last year.

The delayed planting of corn, together with lighter market offerings and a rapid reduction in commercial stocks, has strengthened the corn market materially during the past month and prices have made a rapid advance. Corn planting is much later this year than last. At the middle of May, last year, corn planting was practically completed, whereas this year corn has been planted only in the most favorably located soils. Where planting has been done the cool weather has not been favorable for germination.

There has been a more active demand from some sources. Industries are taking about the usual amounts and considerable corn is going from the central western markets to the Pacific Coast. This demand, however, is being somewhat reduced by offerings of Argentine corn at relatively lower prices. No. 1 Argentine corn not over 12½ per cent moisture, according to trade reports, is being quoted at this writing delivered duty free, sacked, to Pacific Coast ports at \$1.07-1.07½ per bushel. According to the first official estimate the Argentine crop will be about 295,000,000 bushels this year, or about 15,000,000 bushels larger than last year's production and the largest crop since 1915. This crop will allow around 200,000,000 bushels for export.

Stocks of oats on farms are also materially smaller than a year ago and seeding of the new crop in the North Central States has been retarded by

unfavorable weather. The condition of the oats crop in the Southern States is reported by the Department of Agriculture at 71.1 per cent of normal, ranging from about 84 per cent in North Carolina to about 55 per cent in Florida. Texas conditions are about 69 per cent of normal and Oklahoma 70 per cent of normal. In Texas low conditions prevail throughout the oats district. The new crop, however, is now being harvested and the first cars have been received in the markets in the southern part of that state.

### NEVER HAD A LOSING YEAR

There is plenty of opportunity for expansion in the grain business out in the wide open spaces, and Idaho is undoubtedly a good place in which to seek wide open spaces. It was up in Genesee, Idaho, in 1909, that the Genesee Union Warehouse Company was incorporated and commenced a prosperous career in the grain business with only a small warehouse. In 1912 it was necessary to acquire additional warehouse space; and in 1914 a 40,000-bushel elevator was added. Only four years later two additional storage units—one of 100,000 bushels and one of 60,000 bushels—were added. The present concrete tanks, holding 110,000 bushels, at Genesee



ELEVATOR OF THE GENESEE UNION WAREHOUSE COMPANY, GENESEE, IDAHO

on the Northern Pacific Railroad, were erected in 1926. The company has two plants in the same town, located about a mile apart. Machinery is all located in the crib elevator.

The company has 175 stockholders and has the excellent record of having had successful years ever since organization nearly 20 years ago. Frank Hoorman is manager; A. C. Linehan is president; M. S. Wilson is vice-president; and A. Carbuhn is secretary.

The storage capacity of the new concrete house is 110,000 bushels, divided into four 20 by 90 tanks and interstice bins, and it has a receiving capacity of 10,000 bushels, shipping capacity of 6,000 bushels and cleaning capacity of 4,500 bushels. One Monitor Grain Cleaner, made by the Huntley Manufacturing Company, Brocton, N. Y., is in use. The plant also includes a modern attrition mill, with a capacity of two tons per hour.

Electricity is used both for power and lighting. Eight electric motors have been provided by Fairbanks, Morse & Co., and they afford an aggregate of 75 horsepower. The main drive is a belt. Three belt conveyors are used, one upper and two lower, and these are 18 inches in width, with a length of 550 feet.

Five scales constitute the equipment for weighing and handling. One is a hopper scale and two are automatics, one of them having been furnished by the Fairbanks company. This concern also sup-

plied the two small scales which serve to supplement the functioning of the three larger ones. Among the machinery not already mentioned is an oat separator, a Wolf Dawson Washer and a Barnard Dry Smutter.

Wheat, oats and barley are the principal grains handled, and approximately 615,000 bushels pass through the house in the course of a year's business. In addition to grain, a number of sidelines are merchandised. These include feed, flour, cereals, coal, fence posts, gasoline and kerosene. The volume of feed probably exceeds that of the other sidelines and feed may be said to be the chief commodity handled, aside from grain.

### TORNADO DODGES ELEVATORS

The two grain elevators at Cornland, Ill., were the only buildings left undamaged by a tornado which swept in without warning April 19, taking four lives and either demolishing or seriously damaging every building in the city except the grain storage plants. Two people were killed as the tornado continued its erratic course through the town of Buffalo Hart, Ill. The storm which attacked the two towns shortly after noon, and showed such deference to the elevator interests, gave no quarter elsewhere. Besides the six persons killed, more than a score were injured.

### BARLEY STRIPE STUDIED

Seed treatment experiments for the control of barley diseases have been continued in co-operation with the office of Cereal Investigations, Bureau of Plant Industry, United States Department of Agriculture, and several state universities. A seed treatment to be satisfactory must eliminate the stripe disease entirely, for a few surviving striped plants will furnish sufficient spores during the blossom period to infect the entire crop of seed again, and thus necessitate seed treatment the following year. The experiments conducted during the past few years have been directed toward securing a treatment which would completely control stripe and barley smuts, and at the same time not reduce germination of the barley seed.

Certain organic mercury compounds have proven successful in the control of stripe disease. In the earlier experiments, formaldehyde, mercuric chloride and copper sulphate were used at various concentrations and for different periods of time. These treatments did not control the stripe disease entirely and caused considerable seedling injury, thus making the treatment impractical from the standpoint of general disease control. Certain of the mercury-cresol and mercury-phenol compounds recently manufactured for seed treatment uses have proven very effective in the control of barley stripe.

### CLUB MARIOUT LEADS IN KANSAS

For five years tests have been made with Club Mariout, a variety of barley, which have proved it to be exceptionally well adapted to the soil and climate of western Kansas. Tests made in 1926 by Prof. H. H. Laude and Prof. C. R. Enlow of the Kansas State Agricultural College showed that Club Mariout made an average yield of 19.7 bushels per acre, compared with 17.9 bushels by Coast barley and 14.8 for Stovropol. Over a five-year period Club Mariout has averaged 20.3 bushels, compared with 16.8 to 17.4 for the two other varieties. In that period 47 different tests were made and in 33 of them Club Mariout outyielded the other two varieties.

Club Mariout averaged 38.3 pounds per bushel in the five years, three to four pounds more than the two other varieties. A portion of the difference in test weights is due to the fact that Club Mariout threshes cleaner than the other varieties. Club Mariout, as the name suggests, has a compact or club shaped head. It usually ripens a little earlier and the straw is frequently shorter than Coast and Stovropol.



## NEWS LETTERS

## KANSAS CITY

B. S. BROWN - - CORRESPONDENT

THE decision of the Interstate Commerce Commission on the question of equalization of rates from Kansas City and Minneapolis to eastern points was heralded here as one of the greatest victories for the milling industry in the Southwest ever attained. When the Commission upheld the request of millers from Kansas City and the Southwest, this section was placed in a much more advantageous position for competing with Minneapolis and Buffalo. The victory is the result of more than two years of concerted effort on the part of millers and milling associations in this section of the country. The millers were able to show the Commission that they were paying higher freight charges on wheat and flour from Kansas City to points in the eastern territory than was paid by Minneapolis shippers on hauls, sometimes as much as 300 or 400 miles longer. The railroads were ordered to remove prejudicial rates before July 15. It is estimated that the saving in rates for this section will amount to over \$175,000, while some estimates are much greater. Millers here consider the decision the most decisive and far-reaching victory for the Southwest in its history as a milling territory.

John Tromble, president of the Kansas Farmers Union for the past six years, died here at St. Joseph Hospital on April 26 at the age of 66. Although Mr. Tromble's home was in Salina, Kan., he spent his last month in Kansas City, having been taken critically ill with heart disease while in Kansas City on March 26. Mr. Tromble had been a farmer all his life, and had been prominently identified with the Kansas Farmers Union for many years. Assuming the presidency upon the resignation of Maurice McAuliffe in 1921, he has been re-elected every year since. At the time of the organization of the Kansas union, Mr. Tromble was manager of the County Farmers Union in Mitchell County, and because of his outstanding work in the local organization, he was selected as a lecturer for the state organization and made vice-president in 1919. Mr. Tromble was a staunch Democrat, and had been active in Democratic politics in Kansas for many years. Much of the state legislation put through by the Kansas Farmers Union was credited to the untiring efforts of Mr. Tromble, while in addition he gave much time to sponsoring the McNary-Haugen farm relief measure, spending several months in Washington during the last congress. He is survived by his widow, a daughter, Mrs. O. E. Dodds of Salina, and a son, Frank Tromble, of Cass County, Neb.

C. E. Huff, formerly of Oronoque, Kan., is the new president of the Kansas Farmers Union, to succeed John Tromble, according to an announcement made here. Mr. Huff is a minister and has been vice-president of the union for the past two years, automatically succeeding to the presidency. He will move to Salina about June 1. The annual meeting of the association will be held in October, when an election of officers will be held.

The central office of the farm labor division of the United States employment service, located here, is making preparations to place the harvest hands for the 1927 wheat crop in the territory west of the Mississippi River valley. Thousands of laborers will be placed, and 30 field agents will be sent from the Kansas City office to handle the distribution of the farm hands in the wheat country. It is said at the office here that they are receiving an average of 100 letters daily from men who are going into the harvest fields. All inquiries are answered with a bulletin giving the approximate dates of cutting in the various states and the number of hands which will be required. No definite information can be given until later in the month.

Harvey Russell Sheldon, 68 years old, for many years a grain dealer in Kansas and Nebraska, died here recently at the home of his son, Dr. H. F. Sheldon. Mr. Sheldon had lived in Kansas and Nebraska for almost 50 years, coming to the west from Delphi Falls, N. Y. He was president of the H. R. Sheldon Grain Company in Hiawatha, Kan., for many years, the company operating grain elevators in Smith Center, Kensington, Seneca and Hiawatha, Kan., Hastings,

Gibbon and Ravenna, Neb. Mr. Sheldon retired seven years ago, and came to Kansas City to live with his son three years ago.

Charles W. Lonsdale, president of Simonds-Shields-Lonsdale Grain Company, was again chosen by the national councillors of the Chamber of Commerce of the United States, as director representing the civic development department. The renaming of Mr. Lonsdale is considered a victory for Kansas City in view of the strenuous opposition of several other cities which coveted the post for their candidates. This is Mr. Lonsdale's third term in the office. Previous to the national meeting, the Kansas City chamber did considerable work in Mr. Lonsdale's behalf, and a large delegation from Kansas City attended the meeting, working enthusiastically for Mr. Lonsdale's renomination. The Kansas City delegation was headed by Ben C. Moore, president of the Moore-Seaver Grain Company, national councillor from the Kansas City Board of Trade, and Walter R. Scott, secretary of the Kansas City Board of Trade was another member of the Kansas City group. As chairman of the civic development division of the national chamber, Mr. Lonsdale expressed himself as agreeing with experts on the subject who warned of the dangers of high buildings in promoting traffic congestion in the larger cities. Mr. Lonsdale said he would use his influence to keep Kansas City from overdoing the number of high buildings in the business section, in order that it might avoid the serious congestion suffered by many of the larger cities.

The mill of the Southard Feed & Milling Company at Seventeenth and Cookson Avenue, was destroyed by fire here early in April. The mill was of concrete and tile, and was five stories high. It had recently been enlarged following a fire a year ago which destroyed the company's main plant. According to George W. Selders, president of the company, the loss which was approximately \$150,000 was covered by insurance. Adjoining buildings were saved from the fire, one a warehouse containing 200 carloads of feed ingredients and an elevator holding 75,000 bushels of grain. The mill had been only two stories high before the recent enlargement. The fire in the main plant of the company at 905 North Third Street, Kansas City, Kan., occurred on February 11, 1926. The company plans to rebuild its plant at Seventeenth and Cookson immediately, S. T. Edwards & Co., of Chicago, having the contract. The cause of the fire was undetermined, although it was thought by firemen that defective electric wiring may have caused the conflagration.

When the call for aid in the flooded districts was made by the Red Cross here, milling companies in Kansas City responded not only in money subscriptions but in an even more practical way. A car of 225 barrels of flour was sent on to the Memphis headquarters of the national Red Cross flood relief. The following milling companies and milling publications contributed to the car of flour: Rodney Milling Company, Southwestern Milling Company, Inc., Midland Flour Milling Company, Moore Lowry Flour Mills Company, Rosedale Milling Company, Kansas Flour Mills Company, Larrabee Flour Mills Company, Northwestern Miller and the Southwestern Miller.

A. L. Ernst, a member of the Kansas City Board of Trade, broke his leg on April 17 and was confined for a time at St. Luke's Hospital. Mr. Ernst was stepping backwards out of his car when he slipped and fell, fracturing a bone in his leg.

The Kansas City Board of Trade has an active bowling league, and the rivalry between the company teams is lively. The following companies have teams in the league: Nye & Jenks, Hall-Baker, Davis Noland Merrill, Kansas Flour Milling Company, Union Grain Company, Goffe Carkener, Larabee Flour Milling Corporation, Simonds-Shields-Lonsdale, B. C. Christopher, and the Southwestern Milling Company.

F. M. Fink has been appointed chief of the Kansas State Grain Inspection Department, to succeed W. B. Dalton. Mr. Dalton has been appointed to the Kansas Public Service Commission for a four-year term. Mr. Fink has been first assistant under Dalton.

Kurt J. Bartsh, of the export department of Simonds-Shields-Lonsdale, has been elected to membership on the Kansas City Board of Trade on a transfer from J. A. Martin. Mr. Bartsh came with Simonds-Shields-Lonsdale the middle of March. He had been with the Uhlmann Grain Company of Chicago, previous to coming to

Kansas City. With the Uhlmann Grain Company he served as head of the export department for three years, having headed the J. Rosenbaum Grain Company export department for 10 years before that. He will be on the floor of the Kansas City Board of Trade here. Mr. Martin has gone with the Nutrena Mills here.

## NEW YORK

C. K. TRAFTON - - CORRESPONDENT

THE Nominating Committee of the New York Produce Exchange has announced the following list of candidates to be voted on at the annual election in June: For president, William Beatty; for vice-president, Axel Hansen; for treasurer, Walter B. Pollock, re-nominated. For members of the Board of Managers, to serve two years: Samuel Knighton, Robert McVickar, James J. O'Donohue, Robert F. Straub, Winchester Noyes, and John E. Seaver; the last two re-nominated. For trustee of the Gratuity Fund, Welding Ring. William Beatty is connected with the Barnes-Ames Company, of which Julius Barnes is president. Mr. Beatty is acting chairman of the Grain Committee and was a member of the Board of Managers in 1923-1925. Mr. Hansen is chairman of the Grain Futures Committee and was largely instrumental in bringing about the resumption of trading in grain futures on the Exchange.

P. J. McCulloch, formerly representative on the Produce Exchange for Rumsey & Co., grain commission merchants on the Chicago Board of Trade, has severed that connection and is now identified with Lamborn, Hutchings & Co.

Arthur F. Eastman, formerly representative in the New York grain market for the James Stewart Grain Corporation and the Saskatchewan Elevator Company, will in the future act as representative here for Hurlburt, Warren & Chandler, commission merchants on the Chicago Board of Trade.

Serving as a final "get-together" rally at the end of a highly successful season on the alleys, and also as a testimonial to those members and non-members who worked so faithfully to make their big minstrel show the great success that it was; the first annual dinner of the New York Produce Exchange Bowling League was held on May 5 on the S. S. Hamburg of the Hamburg-American Line. This fine vessel was placed at their service through the courtesy of the company officials, represented by C. J. Beck who delivered the speech of welcome. Over 100 of the members assembled with reasonable punctuality and regardless of what may be said of some of their faults as bowlers, it is safe to say that as diners they all scored perfectly. Entire justice was done to a menu embracing not only the quintessence of epicurean delight, but abundance overflowing to such a degree as to force hardened veterans of many a hard-fought banquet to admit defeat. This sumptuous repast, it later came to light, was furnished by the steamship company, as an additional token of their appreciation of many years of friendly relations with the members of the Exchange. This announcement evoked what was perhaps the longest and loudest outburst of applause and cheering of an evening replete with such demonstrations. Charles Lambert, president of the League, introduced the speakers, all of whom pleased their hearers, not only by the brilliance and good sense of their remarks but by their brevity as well. President B. H. Wunder spoke of the importance of developing a "social spirit" among the members as an aid to more complete co-operation in solving Exchange problems; former President Elliott F. Barrows described the pleasures of non-active members sitting on the side lines and listening to the "alibis"; and that dear old friend of all members, bowlers or otherwise—William B. Orr—"brought down the house" with one of his famous impromptu poems. President Lambert announced the season's prize winners as follows: The W. B. Orr Cup, Richard Kaiser; the W. B. Pollock Prize; Peter H. Kenyon; the B. H. Wunder Prize, Harry G. Gere; the S. T. Barrows Prize, James Mullins; the Grain Trade Trophy, Walter Moore, and a second prize to Robert F. Straub; the Herbert Bodman Prize, Henry Dahl; the Officers' Prize, John Gerard. An order for a bowling ball and bag was



presented to John M. Frey in recognition of his fine work as keeper of the records. Finally, to show that while enjoying themselves they had in mind the sufferings of others, a motion was unanimously carried to contribute \$200 to the Red Cross Flood Relief Fund. Three professional entertainers, who kindly donated their talents, earned and received hearty appreciation and applause for their piano, taropatch, song and dance numbers; the balance of the entertainment consisting of minstrel show songs.

Visitors on the New York Produce Exchange during April included the following from Chicago: Paul A. Nelson of Nelson & Keeley; John A. Rodgers, Faroll Bros.; Emmet G. Barker, James E. Bennett & Co.; Joseph F. Lamy and Fred A. Paddelford, Paddelford & Lamy; A. R. Frank of E. Lowitz & Co.; and H. H. Dennis.

The following have been elected to membership in the New York Produce Exchange: Shreve M. Archer, of the Dellwood Elevator Company; William B. Cassell of W. B. Cassell & Co., brokers; William D. S. Sanday of the Grain Union, Inc., grain agency. Applications for membership have been filed by Julien L. Eysmans of the Western Stevedoring Company, grain elevators; Joseph V. Lane of F. H. Price & Co., millers' export agents; Charles Varga, president of the North Atlantic Grain Company of Boston.

## BUFFALO

ELMER M. HILL CORRESPONDENT

JOHN J. RAMMACHER, vice-president of the Eastern Grain, Mill & Elevator Corporation, was elected president of the Buffalo Corn Exchange at the annual meeting of the new Board of Directors. Other officers elected include Cyrus C. Lewis, vice-president; James G. McKillen, treasurer, and F. E. Pond, secretary. The new members of the Board elected at the annual meeting of members of the Buffalo Corn Exchange were Edgar B. Black, George P. Urban and John J. Rammacher. Other directors whose terms of office held over include Cyrus C. Lewis, James G. McKillen, Melbourne C. Burns, Earl E. McConnell, Harry H. Richardson and Floyd Hederick. The new committee members appointed for the Corn Exchange for 1927-8 include: Transportation Committee, C. P. Wolverton, chairman, Edgar B. Black, M. C. Burns, M. F. Cohn, J. W. Hannes, Lloyd Hedrick, A. L. Leason, C. B. Lee, J. F. Mauer, F. J. Schonhart, Mark Steele and George P. Urban; Inspection and Weighing, E. E. McConnell, chairman, W. E. Ashe, Basil Burns, J. B. Stouten and H. E. Tweedon; Complaint, F. A. McLellan, chairman, W. J. Heinhold and D. M. Irwin; Floor, C. C. Lewis, chairman, J. G. McKillen and S. E. Provost; Legislation, C. C. Lewis and J. G. McKillen; Arbitration Appeals, A. B. Black, chairman; F. F. Henry and Riley E. Pratt; Canal, Leo P. Meyer, chairman, Harold L. Abel, E. G. deGray, G. W. Martin and George E. Pierce.

Grain has been arriving at the terminal elevators at Buffalo in such a great volume since the opening of navigation on the Great Lakes almost a month ago that elevators have been working at capacity and some new records for quick unloading have been established this season. Elevators at Buffalo and Port Colborne are well filled and if the rush continues for another month, it is freely predicted there will be a slight congestion with a possibility that grain carriers will be delayed at this end of the route. During the first week of the 1927 season about 23,000,000 bushels arrived, the bulk of which came from Canadian ports at the head of Lake Superior.

Early this month the terminal elevators at Buffalo unloaded 3,360,000 bushels of grain in a single day which set a new high record for the port. At the same time there were 3,050,000 bushels afloat in the port with 11,400,000 bushels en route down the Great Lakes destined to Buffalo. Joseph B. Rodgers of Brown & Co., veteran vessel owner and grain expert, said the best previous record for unloading grain at Buffalo was 2,900,000 bushels. He says the elevators were not pressed to their utmost capacity in handling this record capacity and he feels that little trouble would be experienced unloading close to 4,000,000 bushels in Buffalo in a single day, providing sufficient freight cars would be available for reloading. Shipping orders from Buffalo are plentiful and the grain is moving to the Atlantic Seaboard rapidly.

The greatest fleet of grain ships ever assembled at Port Colborne were in that port early this month. All the boats could not get space at the congested elevators and were forced to wait at anchor in the harbor. There was a total of 19 boats at one time, carrying more than 4,000,000 bushels of grain. Grain shipping records through the Welland Ship Canal between Lakes Erie and Ontario for April broke all records for the month, with a total of 8,110,788 bush-

els. This amount of grain was handled within a period of two weeks because navigation did not open until about April 16. Wheat predominated in the April shipments with 5,479,049 bushels while rye was a tardy second with 1,271,764 bushels. The figures on other grains included oats, 206,972 bushels; barley, 842,123 bushels; corn, 265,880 bushels. There was no grain shipped through the canal in April 1926 because of unusual ice conditions.

Many of the grain cargoes being unloaded at Buffalo, thus contributing to the rush at the terminal elevators here, were destined to unload at Montreal but it is reported the elevators at Montreal are filled with grain and unable to handle all the capacity that is being offered. Not much relief is expected at Montreal until more ocean tonnage arrives.

William J. McKibbin was elected president of the Buffalo Flour Club at the annual meeting of the organization. Mr. McKibbin is associated with the Hecker-Jones-Jewell Milling Company, which operates a large mill and grain elevator at Buffalo. Other officers elected include: Clyde L. Lewis of the Lewis Grain Company, vice-president; William J. J. Moore of the Buffalo Flour Mills, secretary and treasurer. Gifts were presented to the retiring officers. John J. Rammacher of the Eastern Grain, Mill & Elevator Corporation, who was elected president of the Buffalo Corn Exchange, was congratulated and in responding, Mr. Rammacher told of the great growth of Buffalo as a grain and milling center. M. C. Burns of the Traders & Producers' Supply Company, the outgoing president, received the praise of the organization for the able manner in which he conducted the affairs of the club during his term of office.

Grain shipments during the last two weeks of April and the early days of May over the New York State Barge Canal from Buffalo established a new high record in the history of the state waterway. Late in April the daily shipments were running as high as 141,366 bushels of wheat and 80,000 bushels of barley. There is every indication that all records for the movement of grain from terminal elevators to the Atlantic Seaboard via the New York State Barge Canal will be shattered this season.

Grain shipments down the Great Lakes, which started with such a rush when marine insurance went into effect April 15, have shown a big easing off in the last week, due in a large measure to the refusal of vessel owners to accept the low rates offered by shippers. Important factors in the trade told the writer that inland lake shipping is on the eve of one of the most serious periods of depression in recent years. Grain, which is one of the three major shipping commodities, dropped out of the competitive lists during the early days of May. Grain shipping made its usual spurt and the elevators at Buffalo, Port Colborne and other eastern receiving ports were taxed to capacity, but the spring rush terminated abruptly and with the approach of the middle of May only a comparatively few boats are carrying grain. Shippers shaded the rate from the head of Lake Superior to Buffalo and other Lake Erie ports and it is now so low that the majority of vessel owners would spurn grain cargoes even if they were offered. When the rate dropped to 2 cents, vessel owners announced they would present a united front and boycott grain in favor of coal and ore. But when ore failed to make its appearance, some vessel operators stepped out of the line and accepted 1½ cents. Shippers endeavoring to take advantage of their opportunity, promptly shaded the rate to 1½ cents and vessel owners vacated the market. It is claimed to be impossible to transport grain from Lake Superior to Buffalo profitably at that figure and owners prefer to send their boats to docks instead of operating them at a loss.

## INDIANAPOLIS

H. M. RUDEAUX CORRESPONDENT

RECEIPTS during the past few weeks have been very light which according to reports from the shippers is due to farm activity. Farmers have taken the advantage of the cool weather to get their work well in hand, and in sections where the recent heavy rains haven't interfered work is well under way. Up to this time little corn has been planted and under ordinary circumstances and weather conditions, corn planting at this time is well over. The late planting might have some serious effect on this year's crop, especially should there be an early frost. Prices on corn in this market are very good and the demand is improving.

Oats are in demand with very light receipts. Reports from the farming sections show a somewhat reduced acreage, and farmers are planting mostly for their own use. In the past few years farmers have realized the feeding value of ground oats, and each year the amount of grinding increases. How-

ever, the planting is very late this year, and only here and there oats are in the ground. Some sections where early planting was done the crop is in excellent condition and looks very well.

Wheat is looking better than ever, in fact the condition of the fields is excellent, and reports indicate new wheat by July 1. If the crop comes through with the present promise there will be a bumper harvest. In some of the lowlands along the Wabash some of the acreage has been flooded and material damage has been done, but aside from this there is a promise of an excellent crop.

Work in the area where the corn borer has appeared is progressing very nicely, and better than expected. Farmers are determined to abolish the pest, and with the assistance of the agricultural department of Purdue University, who have sent instructors into this section, there is little prospect of any serious damages to this year's corn crop.

Edw. Sheppard, manager of the Cleveland Grain & Milling Company, returned from Peoria, Ill., where he attended the Illinois Grain Dealers' convention. The work on the new addition to Elevator "B" at Beech Grove, Ind., is progressing as well as can be expected, and a 24-hour service is now in effect, in order to hasten the completion. Mr. Sheppard has been advised that shipments of new wheat will arrive from Sanborn, Ind., the latter part of June.

On Wednesday, May 18, there will be an election in the Board of Trade Library between the hours of 11 a. m. and 3 p. m. for the purpose of electing a Nominating Committee.

Samuel Holder, chief grain inspector of the Indianapolis Board of Trade, attended the Illinois Grain Dealers' convention at Peoria last week. Other members of the Board of Trade who attended were Bert Boyd, Lew Hill, Don Hart, and Edward Sheppard.

William Howard, secretary of the Indianapolis Board of Trade, and Clifford Barrett of the Evans Milling Company are attending the meeting of the National Chamber of Commerce at Washington, D. C., as delegates from the Indianapolis Board of Trade.

The mid-summer meeting of the Indiana Grain Dealers Association will be held at Lake Wawasee, Ind., June 30 and July 1 inclusive, with headquarters at South Shore Inn. There will be some business subjects discussed and other matters taken up, but most of the time will be given over to pleasure. The grain dealers have sent a very cordial invitation to the Indiana Millers Association and hope they will accept and enjoy the outing. Charles B. Riley, secretary of the Association, is busy preparing an elaborate program for the occasion, and expects a large attendance.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

ELEVATOR business has been a trifle slow over the month as a result of relatively small long time storage, as a result of wheat having moved to mills, and the fact that there isn't a great deal of storage in corn or oats. The market has been somewhat stronger, resulting in more active buying. General stocks in hands of dealers and grain merchants appear to be low.

The opening of the spring racing season in Louisville, May 7, has resulted in a somewhat better retailer demand for grain, feed, hay, etc., as barns at the two local tracks are full up with horses here for the meeting, which brings a good volume of retail business, as horsemen buy plenty and of the best available.

Corn is still running bad in quality, coming in with 20 per cent moisture, whereas it should carry about 15 at this time of year. The entire period since harvest last fall has been wet and mean, without much freezing weather, or wind, and corn has failed to air dry properly.

Hay prices have been lower as a result of better roads and larger receipts.

Feed demand has let up as a result of abnormally fine grass, wet, mushy weather resulting in the best grass that has been known in years. Bran is worth \$34 a ton, sacked; middlings, \$35; mixed feed, \$34; hominy feed, \$31.

Seed oats sales were heavy over the season, going into other sections, and to seedsmen, but movement to retailers and to farmers was a disappointment, as a result of so much weather of a wet nature that farm work was impossible, and farmers don't buy



until they are ready to plant. Jobbers and retailers will carry over stock of seed oats, or sell for feed purposes this year. As a result of the late season there hasn't been much planting of Clover. Timothy, or other grass seeds. A heavy movement of cow peas, soy beans, millet and cane seed is starting, which it is believed will come near exhausting beans and peas, which will be planted as a substitute for early seeds which couldn't be planted in time. Sudan grass is also moving. Japanese Clover has shown a tremendous increase in acreage over the past few years, and will show a big increase in Kentucky this year.

Western Kentucky is getting set for a large corn acreage this year in the bottom lands, which were badly overflowed by the flood stage of the Mississippi River, which should make them wonderfully productive. It may be some time, however, before the land will be in shape for working. Practically all bottom land in the state was flooded this year, along the Ohio, Kentucky, Cumberland, Tennessee and other streams, which were in flood stages over the late winter and early spring. Good seed corn is scarce, as a result of the sappy, poor grade crop last fall, and seed corn is in demand at good prices.

F. C. Dickson, of the Kentucky Public Elevator Company, Louisville, reported that business had been quiet, storage light, and that things would probably remain that way until July wheat started moving to storage. Indications are for a fairly good crop in this section.

The Ballard & Ballard Company, Louisville, has poured about one-third of the concrete on its new million-bushel concrete elevator, which it expects to have in operation about August 1. Tanks are now advancing rapidly.

Ed Scheer, of the Bingham Hewett Grain Company, reported that business had been generally better over late April and early May, there having been export inquiry, plus a fair domestic demand, the stronger markets as usual bringing the buyers in.

Henry Freuchtenicht, jobber, retailer and elevator operator, reported that business had been a trifle slow, but had shown a little improvement as a result of the races bringing a large lot of horses to the city.

A. Waller & Co., Henderson, Ky., have filed amended articles decreasing capital stock from \$370,700 to \$355,700. The concern for years has operated a string of corn elevators in western Kentucky river bottom country.

### TOLEDO S. M. BENDER CORRESPONDENT

THE demand for Soft Red Winter wheat has shown great improvement during the past month. Bids are now based on the Chicago July wheat and at present are 1 cent over that future. Export trade came back with a rush and dealers have been doing a generous amount of business with the seaboard. Consumers in general have allowed their stocks to run low during the late dull and lower markets. As a result they are now in a big hurry for their wheat and most shipments must be gotten off at once. The recent advance has been the biggest stimulant that could be asked, as it woke millers and exporters up to the fact that prices might go higher. The country movement is now small and no large increase can be expected because of spring farm work. It looks as though the carryover here will be small and existing stocks are fading away rapidly.

Corn has come into its own again and local receipts are being quickly gobbled up by buyers. Arrivals are large but there is an active demand for the milling grades. Most of the fresh shelled corn is arriving in good condition. Moisture content is 17 per cent or lower. Feed manufacturers have been after corn and their prices have been right in line. Feeding has been heavier in this section than many thought and farm reserves are low enough to prevent any pressure marketwise. If the cash demand continues prices should work higher and bring out any remaining corn being held for a price.

Oats have followed the lead of corn in this market and there is hardly enough good oats arriving to meet the needs of local industries. No. 2 Whites have lost some of their premium over No. 3 as the seeding season is over. It is believed that oats acreage will be reduced due to spring rains which delayed farm work in some parts of the state.

Smaller stocks of rye coupled with an active demand both domestic and export have advanced prices for that grain. Locally, dealers are looking for still higher trend as long as grains remain strong. Out-

look for the new crop in southern Michigan is reported to be good and acreage about the same as last year. Bids here for No. 2 trade have been ruling about 3 cents under Chicago May.

Millfeeds have done well during the month and continued scarcity of feeds has been the big factor in making a strong undertone. Coarse grain feeds have been especially active due to strength shown in grain markets. Some of the nearby mills are sold up on feeds and cannot offer any for immediate shipment. Bran and middlings have shown individual strength account of a strong demand for both. Many buyers have put off their purchases and when feeds are offered they quickly take them without much quibbling. The warm weather has made but little difference and dealers who expected new pastures to ruin their trade have found places for their feeds. Mixers have also had a very good trade and furnished a good share of the buying power.

Hay prices have not done much during the month and demand has been slow, dealers report. Stocks around here seem to be plentiful for all purposes and farm reserves are quite liberal. Little interest is being shown in offerings and it is thought new crop news will be the only stimulant that will start a new trend to prices. The opening of the race track season may bring a better demand and in turn bring about a higher price trend.

Seed season has about run its course and dealers are only receiving small orders to clean up trade. Cash Clover has been easier during the month. Stocks here are not large and should occasion no worry to those who must carry them over. There is a feeling that domestic seed will be scarce again this season and any deliveries on October will be held for the possibility of a premium next spring. Timothy has weakened again because of liquidation by May longs and plentiful offerings of cash. Stocks here are not large but enough for the mediocre demand. Alsike has been firm with light trade and good quality offerings have moved without much trouble.

Receipts of grain for the past month were 398 cars of wheat, 201 cars of corn, 151 cars of oats, 11 cars of rye and 3 cars of barley. Total number of cars inspected, 764.

Fred Mayer, of J. F. Zahm & Co., returned recently from a short stay at French Lick Springs, Ind., where he and several other Toledoans go each spring to try out their golfing arms.

More than 500 tractors and stubble beaters are now at work in Ohio's 42 borer-infested counties, helping farmers pulverize the European corn borer's favorite winter headquarters — corn stubble. The stubble-beater, a device manufactured especially for corn borer warfare, pulverizes corn stubble with short, loose knives which revolve at the rate of 1,500 revolutions a minute. Where farmers have fall-sown wheat in corn stubble land, it is necessary to get the stubble immediately for soon the wheat will be too far advanced and the stubble-beater will injure it.

The Emery Thierwechter Company, of Oak Harbor, Ohio, recently celebrated its fiftieth anniversary in the milling trade. Edgar Thierwechter, a son of Emery Thierwechter, president, is in active charge of the business which has been in the family continuously for the full 50 years.

Work on the new 1,000,000-bushel concrete storage tanks for the National Milling Company is rapidly going forward and they will be completed in time for the new crop of wheat.

Jesse D. Hurlbut, treasurer of the Toledo Grain & Milling Company, was elected a director of the newly organized Bankers Trust Company.

Ezra Lee Southworth, senior member of the firm bearing his name, died at his home in this city, the morning of April 20. His death followed a long illness though he had not been stricken seriously until about a month previous to his death. He would have been 79 years old on May 31. He was born in Geneva, N. Y., in 1848 and came west as a boy, receiving his education in the public schools of Ypsilanti, Mich., and later graduating from the University of Michigan. It is said a good doctor was lost when he decided to enter the grain business as he held the degree of surgeon and doctor. He came to Toledo after his graduation and entered the employ of the old firm of C. A. King & Co., as cashier and accountant. After 12 years in the service of this company, he entered the firm of Richard Halloran & Co. When Mr. Halloran died, he became head of the grain firm of Southworth-Paddock & Co., which was re-organized in 1881 as Southworth & Co.

Wherever he might go he was familiarly known as "Colonel" or "Pop" Southworth and many a young man owes him for the right start on a career. His favorite investment was in "Smiles Preferred" and his twinkling eye often chased the clouds of gloom away. His younger partner, Kenton D. Kellholtz, had

been glad to take over the active management of the business for many years, though his counsel was often sought when experience was needed. His name will be carried on in the business he founded and his ideals will be upheld by those left to carry on. His will generously provided for his business associates, employees and local charities.

John Rupp, manager of the Elmira Elevator Company, Elmira, Ohio, was a visitor on the exchange floor during the month and brought his usual consignment of sweets for the grain boys.

William E. Savage, president of the Imperial Grain & Milling Company, of this city, returned recently from Florida, where he reports fishing fine and real estate bargains better than ever before.

The monthly meeting of the Northwestern Ohio Farmers Grain Dealers was held at Bowling Green, Ohio, Monday evening, May 2. Bill Pickard of the Hub Grain Company of that city and Charles Schuller, Sugar Ridge Grain Company, Sugar Ridge, Ohio, were hosts to more than 50 managers and dealers. A playlet called "When a Manager is in Dutch" was acted out by managers and was received with many laughs and excited shakes of the head. A lunch was served in the new bank building, where the meeting was held. Several local grain dealers motored down.

Many of the local dealers were saddened by the death of "Uncle" Joe McCord during the past month, who served for so many years as secretary of the Ohio Grain Dealers and had devoted practically his entire life to the betterment of the trade. He was well known here and many saw him for the last time at Cedar Point on Lake Erie last summer when Ohio dealers presented him with a silver loving cup in appreciation of his long service.

Charles Gray of the F. C. Smith Grain Company, Wooster, Ohio, accompanied by his wife, stopped off here recently while on their way to Detroit and points in Canada.

C. F. Green, of Williams Bros. Company, Kent, Ohio, attended the district conference of Rotary International held here during the past month.

Kenton D. Kellholtz of Southworth & Co., was elected a member of the Chicago Board of Trade during the month taking the membership of Mr. Southworth, who died during April.

### MILWAUKEE C. O. SKINROOD - CORRESPONDENT

THE monthly grain receipts for the Milwaukee market do not make flattering reading for the grain dealers. There have been declines in receipts all along the line though the early spring in some sections may have brought on the seasonal decline in grain receipts even earlier than usual. Grain men assert that the slight rally in grain prices in the first week of May may help to bring out a little more marketing, but the advance as yet has not been of sufficient size to attract much attention. Besides, grain dealers state, the farmers are now rushed to death in putting in their crops and cannot take time off to haul grain to market.

Milwaukee is rapidly increasing its importance as a center for the production of malt. The shipments for the past month again soared to record breaking figures for recent years, when the total reached 577,000 bushels as compared with shipments of only 353,000 bushels for the corresponding month a year ago.

More fuss was made about the opening of navigation of Milwaukee this year than in any other recent spring season. The steamer *F. B. Squire* was the first to get into Milwaukee this spring and a large reception committee was formed to go down to the docks and welcome the captain and the crew for being the first to make the navigation break. Among the leading members of the Committee on Reception were Mayor Daniel Hoan and William George Bruce, head of the local Harbor Commission and also head of the Great Lakes Harbor Association. Captain Vic. W. Taylor was presented with a new hat and cane as a measure of the good will of Milwaukee harbor interests and presents were also given to all members of the crew.

The Chamber of Commerce at Milwaukee has been trying to get the Ralston Purina Company of St. Louis to reopen the Armour oatmeal plant here as this factory was a big help to the sale of oats at the Chamber of Commerce. However, President William H. Danforth in a letter to the writer intimates that the value of the real estate on which the old



oatmeal plant stood is held at a prohibitive figure. Mr. Danforth stated that every mill owned by the company had to yield a profit. He declared that with modern milling methods, and good railway connections, the out of town property has a much better chance to yield profits. This letter makes it almost certain that Milwaukee has lost its oatmeal plant, judging from the attitude of the head of the Ralston Purina Company. However, the Chamber of Commerce will not give up its efforts to get the plant reopened again.

\* \* \*

The rye market has been very strong in Milwaukee, due to the unexpected demand from foreigners. In some cases this buying has forced the market up from 5 to 6 cents a bushel in a single week. The export demand is recognized as one of the chief factors in the prevailing high prices for rye.

\* \* \*

Milwaukee grain dealers were very much elated when the price of barley soared to 90 cents a bushel, a new high mark for the season. The demand from maltsters and from many other buyers has been very heavy. However, the demand continued so strong that the market has continued to climb above the 90 cent mark. Sales at 93 cents a bushel and higher have been reported in a number of instances.

\* \* \*

The May rate of interest on advances at the Milwaukee Chamber of Commerce has again been placed at 6 per cent.

\* \* \*

Grain in store at Milwaukee has been cut down very sharply since the opening of navigation. For a time 6,000,000 to 7,000,000 bushels of grain were in storage here. Now the total of grain in storage is down to only about 2,600,000 bushels. The present small supply is composed of 124,000 bushels of wheat, 978,000 bushels of corn, 1,128,000 bushels of oats, 47,000 bushels of barley and 323,000 bushels of rye. Rye storage is still larger than expected, while oats and corn make up more than 2,000,000 bushels of the local total in storage.

\* \* \*

At the annual meeting of the Chamber of Commerce Clearing Association the following officers and directors were named for the following year: F. J. Phelan, president; J. A. Campbell, vice-president; Joseph Lers, secretary and A. L. Flanagan, treasurer. The directors chosen are F. J. Phelan, W. A. Hottensen, B. J. Aston, A. L. Flanagan, H. H. Peterson, J. A. Campbell and Joseph Lers.

\* \* \*

Milwaukee is ready to spend at least \$1,000,000 this season on harbor development if the litigation over the land between the city and the Illinois Steel Company is decided promptly. This statement was made by Frank A. Kaiser, engineer for the Harbor Commission. This suit is set for hearing in the supreme court early in May and a decision is expected a few weeks later. In the circuit court the case was decided in favor of the city, but an appeal was taken by the state which is a party to the action. The suit involves the right of the city to fill in land in the lake and exchange it with the steel company for the south end of Jones Island.

\* \* \*

The weather in Wisconsin has recently been more favorable for crops with farm work going ahead more rapidly and vegetation making more rapid progress. Temperatures are now about normal and there is the average amount of sunshine after daily rains for several weeks. The seeding of small grain is being hurried along and in fact it is near to completion in the southern and western counties of the state. Early sown grain that is up, is looking well but it is still making rather slow growth. The preparation of corn land has been started in many sections.

\* \* \*

Frank Bell, L. J. Keefe and J. M. Riebs, Jr., were among the Milwaukee grain men who attended the meeting of the Western Grain Dealers Association held at Des Moines in the last few days of April.

\* \* \*

Secretary Harry A. Plumb of the Milwaukee Chamber of Commerce was able to announce that in the period from January 1 to April 23, the local grain market actually showed a gain in receipts over a year ago for exactly the same period. The increase was 1,238,000 bushels for this time. However, the comparison is made with the dull grain trade of a year ago, so it was relatively easy to record an increase in receipts under these conditions.

\* \* \*

Methods employed in Milwaukee in the handling of grain were shown to 21 leading German business men who made a tour studying business methods and business conditions of the Northwest. The tourists represented prominent German manufacturers and trades people. While the delegation spent only a few hours in the city, it was deemed wise to show them the excellent grain handling facilities of the local market.

\* \* \*

Some extensive changes in control of elevators has taken place, largely as a result of the Armour Grain Company getting out of the field. Kurtis R. Froed-

tert of the Froedtert Grain & Malting Company announced that he had taken over Central Elevator "A" of the Armour Company in a deal involving about \$500,000. The Froedtert company has taken a 10-year lease on this elevator owned by the Illinois Central Railroad and one of several owned by the Armours. About 600,000 bushels of corn in the elevator was also taken over, while the capacity of the house is about 800,000 bushels. Albert Taylor, formerly of the Taylor & Bournique Company of Milwaukee and more recently manager of the Armour Grain Company's office in Milwaukee, will be the manager of the Froedtert company office in Chicago. The acquisition of this elevator gives the Froedtert company a storage capacity of more than 4,000,000 bushels of grain, with elevators at Milwaukee and Chicago, Minneapolis, Red Wing and Winona, Minn.

\* \* \*

Another elevator deal growing out of the retirement of the Armour Grain Company from the field is that the Cargill Grain Company has taken over the lease of Elevator "E" on the Milwaukee road here, operated by the Wisconsin Grain Elevators Company, subsidiary of the Armour Grain Company until this concern was suspended from the Chicago Board of Trade. Elevator "E" was rebuilt not long ago and made into a thoroughly modern plant. It has a capacity of 1,500,000 bushels.

\* \* \*

A third deal growing out of the Armour Grain Company retirement is that of the Donahue-Stratton Company, which has taken over the leases on four of the Armour elevators with a capacity of more than 4,000,000 bushels. The deal by the local grain men involved two of the Chicago storage plants, one at Depot Harbor, Ont., and a connecting terminal at Buffalo. The leases taken over are on the following property: The Santa Fe Elevators at Chicago with a capacity of 1,250,000 bushels, Chicago, Burlington and Quincy Elevator "C" at Chicago with capacity of 1,250,000 bushels, the Canadian National Railways Elevator at Depot Harbor with a capacity of 1,200,000 bushels, and also the Armour interest in the Lake Elevators Company at Buffalo operating the connecting terminal elevator at this port. The Donahue-Stratton Company controlled by P. P. Donahue and H. M. Stratton, now has elevator capacity of more than 6,750,000 bushels and is one of the largest companies operating in the Milwaukee market. The company already operates two large elevators here—the Kinnickinnic with a capacity of 1,350,000 bushels and the Rialto rated at 1,500,000 bushels. Thus, three Milwaukee firms are profiting by the Armour distribution of grain holdings.

\* \* \*

Milwaukee is all excited about the prospects of getting the Chicago Board of Trade to come up here and locate here if Illinois state regulation proves to be too stiff. Andrew L. Johnstone, second vice-president of the Milwaukee Chamber of Commerce, declared that it had been rumored for some time that the Chicago grain pit might be moved up here. "It would be a wonderful thing for our Chamber to have the Board here," said Mr. Johnstone. "The city could handle it in nice shape, but it remains to be seen what is done at Springfield. We would like to see the Board move to Milwaukee and will do all we can for it." For many years the Chicago and Milwaukee grain trade was closely allied. In recent years, however, there has been less emphasis here of trade in futures. However, the movement of the Chicago pit here, would give the city tremendous prestige, grain dealers admit. The bluff of moving has been pulled so many times that many Milwaukee grain men do not take any stock in the talk of removal this time.



TWO changes in Duluth Board of Trade memberships were reported during the last month. G. S. Williams, agent of the Great Lakes Transit Company at the Head of the Lakes took over the membership of J. T. Hickman of Winnipeg. John P. Mitchell has been elected a member of the Board, taking the membership of his father, the late W. C. Mitchell. He has taken over duties with W. C. Mitchell & Co.

\* \* \*

Charles P. Burdeau, for many years representative of the Armour Grain Company, is now in charge of the business of F. S. Lewis & Co. of Chicago on this market, having received the appointment after the Armour interests, withdrawal from this market following their being denied trading privileges on the Chicago Board of Trade. F. S. Lewis & Co. have held a membership on the Board of Trade here for several years, but they had not opened an office on this market.

\* \* \*

Duluth grain men were interested in the announcement that the Cargill Elevator Company had taken over the lease of the Armour Milwaukee, Wis., house,

and that an elevator at Ogdensburg, N. Y., had been taken over by it. In commenting upon the taking over of those houses, F. E. Lindahl, manager of the Cargill interests at Duluth, said that their inclusion in its chain of houses would be found of great advantage in the planning of its operations, especially during the fall rush period.

\* \* \*

With the opening of navigation grain rush down the lakes completed, shippers here have been very much in the doldrums lately. Receivers and elevator men have been complaining of the lack of interest on the part of eastern buyers during the last few days, but they see indications of more export trade in American Spring wheat developing as a result of the heavy premium to which the Winnipeg May future has been forced. As a result of recent eastern inquiry, the premium on Spring wheat was marked up 1 cent and conditions are regarded as favorable for a higher market all around for that grain. The May Durum future has been especially strong on this market lately, a tight situation being claimed to exist in it. It is being assumed that a larger acreage will be seeded to Durum this spring on account of the opening up of wider uses for it and its heavier production returns over the Northwest on the lighter lands.

The steamer *Gleneagles*, owned by the Canada Steamship Lines, set a new record on May 6 in loading out a cargo of nearly 675,000 bushels of oats at the Globe Elevator, Duluth. The cargo was billed for unloading at Port Colborne, Ontario, for export via Montreal. With a surplus of lake tonnage now offering the rate on wheat to Buffalo was cut down to 1¾ cents a bushel, and the boat interests regarding that rate as unprofitable, have placed numbers of their steamers out of commission pending some improvement in the situation.

\* \* \*

As a result of the heavy initial loadings of grain after the opening of navigation, stocks in Duluth and Superior elevators, as on May 7, stood at 13,750,000 bushels as compared with a top of over 32,000,000 bushels this spring. They included 5,400,000 bushels of wheat; 5,302,000 bushels of oats; 1,864,000 bushels of rye and 1,135,000 bushels of flaxseed. It is figured that another rush of shipping will develop before the end of this month and operators are counting upon comparatively light holdings of any kind of grain when the new crop movement begins next fall. Elevators here are looking for a fair run of grain this way after seeding operations have been completed over the Northwest. Their advices have been to the effect that considerable grain is still being held at interior points and that the higher prices now prevailing will be an inducement to unload it.

\* \* \*

Rye has furnished a heavy volume of trade for specialists in it here during the last month. Holders have been rewarded by seeing a new high of \$1.11½ for the May future set as compared with around 98 cents a month ago.

\* \* \*

The patience that has been exercised by holders of oats during the last few years is now being rewarded in the persistent strength shown in that market for some time back. Bidding for oats has been fairly active lately and specialists in that trade, including the Globe Elevator Company, have been enabled to reduce their holdings about 4,000,000 bushels from the high point reached during the winter. Sentiment regarding the oats trade has become more bullish lately, it being believed that much higher prices will be realized as a result of export inquiry developing for it.

\* \* \*

The course of the market in barley has been among the surprises here. The Itasca Elevator Company has been perhaps the principal buyer of that grain on this market during the last several months and that operator and others who have been persistently long on it, have been rewarded by the substantial improvement in its prices that has come about during the last few weeks. Eastern inquiry for barley was reported to have shown material improvement.

\* \* \*

Members of the Duluth Board of Trade were gratified over the refusal of the Interstate Commerce Commission to reopen the all-rail, Twin Cities to the seaboard grain rate case in which the Minneapolis & St. Louis and the St. Paul, Minneapolis & Sault Ste. Marie roads sought to make a cut of 6 cents per hundred pounds effective.

\* \* \*

E. N. Bradley, manager of the Globe Elevator Company, is back from an extended vacation spent chiefly at Sacramento, Calif., and Thomas Gibson is back from New Orleans and other southern points. The latter was down there during the peak of the floods period and he asserted that the condition of the thousands of refugees is far worse than the published reports. He feels that liberal responses should be made to the appeals for immediate aid.

\* \* \*

A decrease in the acreage seeded to flax over the Northwest was predicted by E. H. Smith, formerly manager of the American Linseed Company's office at Duluth, but who is now making his headquarters at Minneapolis and was a recent visitor on this market.

\* \* \*

R. M. White of the White Grain Company, commented upon the development of a broad demand for



coarse grains during the last few weeks largely from dairying interests over the Northwest, whose feed requirements have shown remarkable expansion during the last four or five years. Mr. White is looking forward to an increased movement of coarse grains from this market to the East during this season.

## MINNEAPOLIS

ALBERT W. MORSE CORRESPONDENT

**F**URTHER action by Minneapolis traffic men in the rate case affecting the shipment of "grain and grain products from Minneapolis, St. Paul and Duluth, Minnesota, and groups to eastern points," is being considered, following the receipt of unofficial advices to the effect that the Interstate Commerce Commission has rejected the petitions of the Minneapolis & St. Louis Railroad Company and the Minneapolis, St. Paul & Sault Ste. Marie Railway Company, asking reargument and reconsideration of the case.

Louis N. Ritten, grain merchant, 104 Chamber of Commerce, is a candidate for the city council of Minneapolis from the first ward. He drew the highest vote of the four aldermanic candidates from this ward in the city primary election, held May 9. Final selection will be made June 13. Mr. Ritten has taken an active part in civic affairs for 25 years, and has resided in the first ward 28 years. He is a former president of the city council.

S. J. McCaull, The McCaull-Dinsmore Company, 914 Chamber of Commerce, left May 7 on a short business and pleasure trip to Duluth, Minn. He was accompanied by Mrs. McCaull.

The W. C. Mitchell Company on May 7 completed its removal from 1020 to 1010 Flour Exchange. In its new rooms, the company believes that it will have greater convenience because of the increased space. The company was at 1020 about three years, and prior to that time was on the eleventh floor of the Flour Exchange.

F. C. Lyman, treasurer of the Bartlett Frazier Company, Minneapolis, 852 Chamber of Commerce, and Mrs. Lyman left about the first of May on a trip of a month or six weeks to Bermuda. In a letter received at the offices of the company, Mr. Lyman said he was enjoying himself.

E. W. Dittes, vice-president, W. C. Mitchell Company, 1010 Flour Exchange, Minneapolis, and John Mitchell, son of the late W. C. Mitchell, left May 6 on a trip through the territory which the company represents in the Minneapolis market, the purpose of the trip being to discuss business matters with their customers. O. H. Ulling, cash grain salesman of the company, left May 9 on an extensive trip through Minnesota, North Dakota, and South Dakota to discuss market and sales conditions with the shippers which the company represents.

The International Milling Company, eleventh floor, Flour Exchange, Minneapolis, expects to have its 374,000-bushel elevator and the adjacent mill, which is to have a capacity of approximately 5,000 barrels, now under construction at Buffalo, N. Y., in operation by July 30, 1927. The buildings are scheduled to be completed July 15 and machinery is being installed as quickly as the construction allows. This unit was started in 1926, and the International Milling Company, owners, is to operate it. The elevator and mill under construction at Saskatoon, Sask., Canada, which is to be leased by the International Milling Company to Robin Hood Mills, Ltd., will have a capacity of approximately 400,000 bushels, and while machinery for only 1,250 barrels is to be installed in the mill upon its completion, the ultimate capacity is to be 2,500 barrels.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

**T**HE AMERICAN FLOUR COMPANY, Boston, has been incorporated, with a capital stock of \$100,000. The incorporators are Harry Saunders, Boston; Morris Kramer, Boston; Jessie J. Zieff, Malden, Mass.

The warehouse of the Corn Products Company at South Boston, was damaged by fire which occurred April 13. The loss was estimated at \$20,000. Most of the damage was caused by water from the engines while attempting to put out the fire in the second story of the warehouse, where a considerable quantity of stock was stored.

A meeting of the Demurrage and Storage Committee of the National Industrial Traffic League was held recently at Atlantic City to consider the situation relative to

demurrage charges on flour, grain and feed in New England. Albert K. Tapper, president Boston Grain & Flour Exchange, attended it. Later, the committee held a conference with a committee of the American Railway Association, at which the matter was discussed in the hope of adjusting it and so render an appeal to the Interstate Commerce Commission unnecessary.

Davis Schofield Company, grain and feed dealers, Glenbrook, Conn., suffered a loss estimated at \$15,000 by a fire which occurred April 15.

From time to time, applications for membership in the Boston Grain & Flour Exchange are made and are acted upon as provided in the by-laws. These new additions keep the membership up to the number that was fixed as the limit.

Notwithstanding there are several kinds of grass seed for golf links, of domestic production, one kind at least—German Dent—is imported. The seed men report a shortage of Yellow Flint corn but supplies of White Dent corn are adequate to meet the demand. They report an excellent demand for all kinds of seed coming from New England farmers.

Stocks of grain at the regular elevators as of April 30, were as follows: Wheat, 251,916 bushels; corn, 3,130 bushels; oats, 19,316 bushels; rye, 3,989 bushels.

A normal trade is prevailing in coarse grains, with the usual irregularity in quotations in keeping with western markets. In wheat feed there has been of late a quite urgent demand for spot and nearby stocks, and a con-

siderable premium has been paid. This is owing to a short supply of feedstuffs in store. There are no offerings of Canadian wheat feeds at Buffalo. For rejected wheat for chicken feed there is good inquiry, but western offerings are limited.

Extreme top grades of hay are in limited supply and firmly held. Medium and lower grades are in ample supply and prices are fairly steady, though the demand is somewhat slack. Thus far this year receipts have been about the same as for the corresponding time last year. The receipts of hay at Boston for the month of April were 224 cars; straw, 11 cars.

The receipts of grain at Boston during the month of April, as tabulated by the Boston Grain & Flour Exchange were as follows: Wheat, 216,875 bushels; corn, 2,600 bushels; oats, 68,625 bushels; barley, 850 bushels; malt, 2,775 bushels; millfeed, 81 tons; oatmeal, 2,445 cases and 665 sacks.

Among the visitors to the Exchange during the month of April, outside of New England, were the following: Wallace E. Johnson, Buffalo, N. Y.; M. P. Fuller, Minneapolis, Minn.; H. H. Thompson, Sheridan, Wyoming; Geo. E. Getchell, Minneapolis, Minn.; W. O. Hamilton, Caledonia, N. Y.; Frank Hutchinson, Lawrenceburg, Ind.; J. J. Vanier, Salina, Kansas.

The Martime Bureau, which seeks to promote the growth of the foreign commerce of Boston, is at present represented in Europe by manager Frank J. Davis, who is making a tour abroad for the purpose of bringing more business to this port.

## International Wheat Pool Conference Four Countries Represented in Kansas City Meeting, But International Pool Still Far Away

**T**HE Second International Wheat Pool Conference was held in Kansas City, May 5, 6, 7, with 200 delegates from four countries, representing the wheat pool organizations of the world, in attendance. Representatives of the nine wheat pools in the United States and the delegates from the Russian Soviet Government, from the Australian pools, and from the great wheat pool organizations of Canada, conferred during three days, with a plan of international co-operation as the principal goal. The Canadian representatives took the lead in the conference, as the men who have had the most experience and the greatest success in this new method of handling wheat. Officials of the provincial governments of Saskatchewan and Alberta presented the view of the Canadian Government toward co-operation. Secretary William M. Jardine represented the administration, bringing to the conference the offer of the national administration, and interpreting its attitude toward the co-operative movement.

The conference had two distinct phases, the national significance and the international significance. Following close upon the rejection by President Coolidge of the McNary-Haugen farm relief measure, officials of the pools in the United States feel the special importance of the conference to the co-operative movement in the United States was Secretary Jardine's offer of assistance from the Federal Government. While certain of the pool officials, principally from Oklahoma and Texas, favored the acceptance of the \$25,000,000 offer of the Government, as a substitute for the McNary-Haugen bill, the general opinion was that the offer would be rejected. No definite action was taken on this question, but it is believed that the McNary-Haugen bill will remain the big issue for some time to come.

The conference of the National Wheat Pool Committee with Secretary Jardine brought the possibility of federation between the nine wheat pools of the United States nearer to consummation, and confirmed Secretary Jardine's assurance of the support by the administration of co-operative marketing when the co-operatives themselves have evolved a workable plan for their organization. Pool officials did not make public the proceedings of the conference, and it is believed that the Government proposition will be taken back to the local organizations for consideration before any definite action will be taken by the national committee.

All the sessions on the first day of the conference were open to the public, and the general interest in the meeting was manifested by the numbers of

visitors in attendance. The Friday and Saturday meetings were confined to the attendance of members of the International Wheat Pool only.

G. W. Robertson, secretary of the International Committee, and secretary of the Saskatchewan Wheat Pool, made the summary speech of the conference, putting a climax to the proceedings of the three days. Mr. Robertson's subject was "A Possible Basis for International Co-operation."

Illustrating how wheats from various countries come into competition with each other Mr. Robertson said:

Through a substantial measure of control co-operative marketing associations in any country are enabled to maintain their price at a fair level, fair to both consumer and producer. On the other hand, as long as it is possible through lack of grower organization, for importers to purchase their requirements at a price level lower than the price offered by the co-operative associations, it will be difficult to maintain a satisfactory selling price in any one country.

If it is good business for farmers to join together for the marketing of the produce within one state or province, and if it is good business for states or provinces with a common interest to join together in the marketing of their grain, it should be mighty good business for national producers to organize to work together towards a common end. After all, in the development of this great co-operative movement there are no geographical boundaries.

Whether it is a practical proposition in the present state of development of the co-operative marketing of wheat is another and entirely different question. I do not believe that we are ready at the present time to establish an organization of this kind. When we have established the brotherhood of man here on earth we may be in a position to operate such an organization.

Is there any possible basis for the development of co-operation along international lines? I think there is. While a world pool—a gigantic international organization, may not be a practical proposal, at the present time, it seems to me that the time is fast approaching when a much closer coordination of marketing activities can be established, and must be established, than exists at the present time. Organized dumping of grain on a national scale, organized groups of growers in one country competing in the ultimate market of the world against their fellow co-operators in other countries: such a situation is just as foolish and unsound in economics as two farmers in the same township dumping their wheat against each other in such primary markets as Winnipeg, Minneapolis or Kansas City.

In answer to the question whether this can be accomplished, Mr. Robertson stated his belief that it could, and that the time was ripe to start, not waiting until each unit has attained perfection, believing that as the movement grows the local organizations will also grow.

Colin H. Burnell, president of the Manitoba Co-operative Wheat Producers, and chairman of the International Wheat Pool meeting, opened the



# THE AMERICAN ELEVATOR AND GRAIN TRADE

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meeting with the keynote speech of the conference. Mr. Burnell attributed the success of the Canadian pools to these causes: The binding five-year contract, good management by the best technical men obtainable, and loyalty of the members sustained by continual and intensive education in the principles and practice of co-operative marketing. Mr. Burnell reviewed the progress of the pools throughout the world during the past year, saying that this year 60,000,000 of the 120,000,000 bushels of Australian wheat export would be handled on the pooling plan, while the grain trade in Russia is being organized on lines similar to the Canadian system with the co-operative organizations taking a dominant place. Taking up the history of the pools in Canada, he showed that now there are 138,000 members in the three pools of Saskatchewan, Manitoba and Alberta, operating 700 country elevators and seven terminal elevators. Mr. Burnell stated that the pool influenced the market as a whole and consequently it was the pool price that the private trade had to pay. He made the statement that governments can help agriculture but that in the last analysis the farmer must attend to his own business, and since he grows the grain he should finish the job and market it in a modern way.

H. W. Wood, president of the Alberta Wheat Pool, emphasized the importance of replacing the present world wide system of grain marketing with the new system of pool marketing. He stated that in repudiating the old system, the Canadian farmers said that it was not a selling system, but a buying system. The producer did not sell his wheat but had it bought from him. Mr. Wood then took up discussion of the general misconception of the term "world-wide wheat pool." He spoke of the various pool units in operation in the several countries, and said that the conference was for the purpose of promoting the development of the pool selling system, but not to try to merge all of these units into one because they believed that impracticable.

John Vesecky, president of the Southwest Co-operative Wheat Growers Association, urged that it was only by organizing strong commodity co-operatives that it will be possible for the farmers to regain their economic freedom and that independence which they have been credited with by most writers on farm subjects, but which in truth they have never enjoyed within the last century. The conference reappointed the present International Wheat Pool Conference Committee with the power to add to its members. The committee is as follows: Colin H. Burnell, president of the Manitoba Wheat Pool, chairman; George W. Robertson, secretary of the Saskatchewan Wheat Pool, secretary; Ernest Downie, general manager of the Kansas Wheat Pool; A. J. Scott, secretary of the North Dakota Wheat Pool; Lew Hutchinson, member of the Board of Directors of the Alberta Wheat Pool. Three members were added by the committee: Saul G. Bron of Russia, C. Judd of Australia and W. A. McLeod of Canada.

## RECEIPTS AND SHIPMENTS

Following are receipts and shipments of grain, etc., at the leading terminal markets in the United States for April:

**BALTIMORE**—Reported by Jas. B. Hessong, Secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	1,680,085	650,502	283,968	757,262
Corn, bus....	139,629	309,601	178,183	368,572
Oats, bus....	75,106	359,178	.....	306,087
Barley, bus..	41,895	136,676	63,294	287,119
Rye, bus....	84,517	22,702	312,430	17,459
Malt, bus....	18,693	10,498	.....	.....
Millfeed, tons	746	1,623	.....	.....
Straw, tons..	81	84	.....	.....
Hay, tons....	548	1,773	.....	.....
Flour, bbls..	98,062	77,284	40,479	13,696

**CINCINNATI**—Reported by J. A. Hallam, Chief Inspector of the Grain & Hay Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	163,800	222,600	204,400	298,200
Shelled Corn, bus.	414,400	653,800	467,600	630,000
Oats, bus....	388,000	386,000	266,000	252,000
Barley, bus..	1,400	2,800	.....	.....
Rye, bus....	9,800	7,000	2,800	1,400
Grain Sorghums, bus.	2,800	4,200	.....	.....
Car Corn, bus.	9,000	22,000	.....	.....
Hay, tons....	3,608	4,587	.....	.....
Feed, tons...	150	2,850	.....	.....

**CHICAGO**—Reported by J. J. Fones, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	1,128,000	973,000	1,275,000	1,072,000
Corn, bus....	3,463,000	3,866,000	3,801,000	1,738,000
Oats, bus....	3,008,000	4,168,000	2,878,000	3,601,000
Barley, bus..	636,000	527,000	182,000	286,000
Rye, bus....	67,000	51,000	56,000	13,000
Timothy Seed, lbs.	1,481,000	1,734,000	2,358,000	1,468,000
Clover Seed, lbs.	546,000	849,000	791,000	879,000
Other Grass Seed, lbs.	1,751,000	1,303,000	1,165,000	1,304,000
Flax S'd, bus.	57,000	93,000	.....	1,000
Hay, tons....	7,446	13,942	1,020	5,021
Flour, bbls..	986,000	968,000	703,000	616,000

**DENVER**—Reported by H. G. Mundhenk, Secretary of the Grain Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	486,000	801,000	75,000	84,000
Corn, bus....	254,200	167,400	127,100	127,100
Oats, bus....	62,000	136,000	48,000	102,000
Barley, bus..	37,400	35,700	6,800	.....
Rye, bus....	4,500	1,500	1,500	6,000
Hay, tons....	1,040	430	.....	.....
Beans, C. L.	29	.....	124	282

**DULUTH**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	2,724,512	2,539,903	6,499,437	984,662
Corn, bus....	10,068	9,680	1,571	.....
Oats, bus....	38,512	994,976	1,097,412	.....
Barley, bus..	307,693	62,865	623,677	.....
Rye, bus....	1,017,226	643,339	6,619,616	.....
Flax Seed, bus.	197,485	136,700	215,082	176,966
Flour, bbls..	461,265	216,430	453,415	14,755

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, Statistician, of the Board of Grain Commissioners for Canada:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	12,592,603	1,806,724	25,721,773	992,599
Corn, bus....	.....	3,132	.....	3,132
Oats, bus....	1,456,621	286,579	1,028,356	169,177
Barley, bus..	2,222,012	179,072	5,107,909	61,508
Rye, bus....	756,067	16,501	1,074,946	.....
Flax Seed, bus.	188,924	45,909	315,213	1,055

**GALVESTON**—Reported by H. A. Wickstrom, Chief Inspector Cotton Exchange and Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	.....	.....	3,020,131	.....
Barley, bus..	.....	.....	298,750	.....
Rye, bus....	.....	.....	103,745	17,142
Kaffir Corn, bus.	.....	.....	69,285	.....

**INDIANAPOLIS**—Reported by Wm. H. Howard, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	121,000	163,000	476,000	41,000
Corn, bus....	1,173,000	1,092,000	1,285,000	673,000
Oats, bus....	786,000	680,000	754,000	792,000
Rye, bus....	1,600	1,400	.....	1,400
Flour, bbls..	38,771	30,220	.....	.....

**KANSAS CITY**—Reported by W. R. Scott, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	2,385,600	1,822,500	3,914,400	1,514,700
Corn, bus....	489,000	838,750	1,099,500	1,547,500
Oats, bus....	220,000	243,100	178,000	1,128,000
Barley, bus..	8,000	33,000	6,400	19,000
Rye, bus....	7,500	29,700	45,000	31,900
Bran & Shorts, tons	4,620	3,760	12,580	13,760
Kaffir Corn, bus.	215,600	211,200	236,000	196,000
Hay, tons....	21,024	19,320	11,160	7,908
Flour, bbls..	89,375	60,775	720,200	443,300

**LOS ANGELES**—Reported by M. S. Thiebaud, Secretary of the Grain Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, carlds.	180	224	.....	.....
Corn, carlds.	211	241	.....	.....
Oats, carlds.	19	34	.....	.....
Barley, carlds.	152	228	.....	.....
Flour, carlds.	136	226	.....	.....

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	99,360	315,000	331,404	145,112
Corn, bus....	244,200	213,120	1,875,682	442,673
Oats, bus....	381,800	575,640	1,145,810	452,593
Barley, bus..	630,800	428,320	153,059	107,888
Rye, bus....	48,665	69,335	588,178	47,236
Timothy Seed, lbs.	.....	4,865	.....	96,530
Clover Seed, lbs.	86,370	287,450	77,690	164,615
Flax Seed, bus.	460,030	31,460	.....	1,430
Hay, tons....	640	1,008	36	192
Flour, bbls..	200,235	99,965	45,174	112,540

**MINNEAPOLIS**—Reported by G. W. Maschke, Statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	3,754,620	5,072,700	2,479,460	3,544,120
Corn, bus....	259,670	311,170	886,910	348,790
Oats, bus....	542,710	2,147,480	2,615,830	3,022,800
Barley, bus..	493,410	1,245,480	1,514,890	1,392,380
Rye, bus....	152,670	198,950	1,184,710	136,700
Flax Seed, bus.	169,170	356,900	126,190	174,060
Hay, tons....	2,296	1,856	1,548	332
Flour, bbls..	24,122	42,149	902,196	891,008

**MONTREAL, QUEBEC**—Reported by J. Stanley Cook, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	2,895,473	418,309	212,763	17,230
Corn, bus....	182,255	16,951	22,774	1,800
Oats, bus....	263,081	347,843	140,605	18,592
Barley, bus..	258,654	54,124	4,345	.....
Rye, bus....	625,050	.....	2,559	.....
Flax Seed, bus.	20,174	.....	.....	.....
Hay, bales...	32,986	32,308	.....	.....
Flour, bbls..	122,524	145,929	365,962	63,655

**NEW ORLEANS**—Reported by S. P. Fears, Chief Grain Inspector and Weighmaster of the Board of Trade, Ltd.:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	179	1	387,072	88,175
Corn, bus....	60	98	305,801	590,745
Oats, bus....	38	49	135,096	39,579
Rye, bus....	13	48	68,671	63,200
Gr. Sorghums	2	1	.....	.....

**NEW YORK CITY**—Reported by H. Heinzer, Statistician of the Produce Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	5,960,400	3,613,400	4,320,000	4,208,000
Corn, bus....	109,500	120,000	50,000	.....
Oats, bus....	932,000	2,528,000	588,000	2,302,000
Barley, bus..	663,000	892,500	795,000	1,017,000
Rye, bus....	648,500	993,000	1,187,000	1,020,000
Clover Seed, bags	.....	.....	629	.....
Other Grass Seed, bags	.....	250	.....	2,175
Flax Seed, bus.	517,000	88,000	.....	.....
Hay, tons....	3,518	4,281	.....	.....
Flour, bbls..	873,805	972,883	334,000	439,000

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	589,400	637,000	1,040,200	470,400
Corn, bus....	758,800	1,153,600	1,236,200	1,453,200
Oats, bus....	392,000	348,000	786,000	676,000
Barley, bus..	8,000	11,200	9,600	11,200
Rye, bus....	22,400	47,600	120,400	280,000

**PEORIA**—Reported by John R. Lofgren, Secretary of the Board of Trade:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	33,600	108,400	25,200	99,600
Corn, bus....	1,955,950	1,593,250	1,305,250	871,750
Oats, bus....	752,800	864,000	664,200	1,134,800
Barley, bus..	107,800	126,600	29,400	70,000
Rye, bus....	.....	.....	1,200	1,200
Mill Feed, tons	27,100	28,680	36,540	36,092
Hay, tons....	1,370	2,910	70	980
Flour, bbls..	298,000	228,600	299,100	205,900

**PHILADELPHIA**—Reported by A. B. Clemmer, Secretary of the Commercial Exchange:

	Receipts		Shipments	
	1927	1926	1927	1926
Wheat, bus..	1,320,738	803,059	1,875,851	1,346,654
Corn, bus....	93,232	119,523	17,143	161,248
Oats, bus....	103,475	822,538	21,188	567,368
Barley, bus..	41,018	14,548	82,534	36,595
Rye, bus....	7,529	48,846	62,909	58,303
Flour, bbls..	169,036	160,469	21,044	18,829



# Illinois Grain Dealers Convention

**O**VER 300 grain men were present at the thirty-fourth annual convention of the Illinois Grain Dealers Association on May 3 and 4. Headquarters in the Jefferson Hotel, Peoria, presented a lively aspect the whole time, and even on the night preceding the opening of the business sessions there was a good sized crowd assembled. Included in this assemblage were numerous country shippers as well as a liberal sprinkling of terminal market men from various points in the Middle West, especially Chicago, St. Louis and Indianapolis, though points as far west as Omaha were represented.

Registration took place Tuesday morning—May 3—at the door of the Gold Room, on the mezzanine floor, where the business sessions were held. It was here that the official convention dinner was held too, at 6:30 p. m. the first night. The morning of the first day was given over to the making of official reports and annual addresses by the Association officers and committees. The afternoon of the first day was taken up by some of the principal addresses, including those of Secretary Charles Quinn of the Grain Dealers National Association; Frank J. Delaney, who spoke on behalf of the Chicago Board of Trade; and W. H. McDonald, supervisor in charge of the Chicago district for the Government.

There was only a morning session on the second day, with addresses by J. A. Schmitz, weighmaster of the Chicago Board of Trade, and E. P. Miller of Chicago. Elections followed. The visiting ladies were tendered a luncheon Tuesday noon by the Peoria Board of Trade.

## TUESDAY MORNING SESSION

The first day's session opened with an invocation by Rev. R. Homer Gleason, pastor of the Universalist Church; after which President A. C. Koch, Breese, called upon Hon. Louis Mueller, mayor of Peoria, who made the address of welcome.

## MAYOR MUELLER'S WELCOME

The mayor said that the fact that he himself is a grain man—though not active in the business in the last few years—made him feel quite at home in addressing a grain convention. He said that with a miners' convention and a grain convention in Peoria at the same time, he had his choice of talking to either and naturally chose the grain men. He said that he wished he could be present at the dinner this night but he had just been re-elected in April and the inauguration ceremonies were to occur tonight. Mr. Mueller said he did not know which was the tougher business—politics or grain.

"General business conditions are not very good at present," he continued, "and things will have to change materially if another Republican president is to be elected. I just got re-elected: I'm sitting pretty." He went on to point out the fact that there is a big visible supply of corn and wheat, and a small export demand; coupled with this is poor quality of grain—especially corn, for instance. He said that in his 40 years of experience in the trade he had never seen a poor quality of grain bring good prices. The successful farmer puts the stuff in hogs and cattle.

Among the things which have had a tendency to harm the grain trade he mentioned notably the constant agitation for legislation and the recent Armour case in Chicago.

In concluding his remarks, the mayor pointed out some of Peoria's good points and expressed the hope that all could enjoy the municipality's hospitality. He said Peoria has a population of 93,000 and is contemplating annexations to bring this up to 125,000. He said that 87 per cent of the stolen goods reported last year in Peoria were recovered. He added that while the town's main industry had been taken away through the operation of the Volstead Act, they are grinding as much corn today as they did before that time—and, he added, "Using

just as poor stuff, too." The city's bonded indebtedness, he said, is \$150,000; and \$150,000 has just been passed—an excellent record when regarded on a per capita basis.

He concluded in a round of applause after repeating his desire that all might enjoy the city and in case of difficulty might feel at liberty to call upon him.

Following the mayor's remarks, President Koch thanked him on behalf of the visiting grain dealers, and then proceeded to make his annual address.

## PRESIDENT KOCH'S ADDRESS

**F**OR a number of years the grain trade has been annoyed and harassed by regulatory legislation. All hopes for an early moderation of this pernicious antagonism have been replaced by a realization of the fact that political interference has attained the point where the legislative attack on the present system of marketing of grain, as carried on by private interests, commands the principal subject for con-



A. C. KOCH, PRESIDENT

sideration in our legislative bodies. It was our wish that the grain trade would be relieved of further legislative attacks, and that our sessions could be utilized by the members of the Association for discussion of the problems which might confront them in connection with the operation of their business, but, under the circumstances, that is hardly possible.

On looking into the past, we find our commercial history divided into eras of attacks directed against some specific business or industry. In almost every instance it duplicates the action of an epidemic, which gains momentum until it has depleted its devastation, then gradually subsides only to again appear in some other form and executing a similar destruction. Thus, the oil industry, the railroads and the packing industry have been subjected to the ravages of those forces which seek to disorganize and destroy private enterprise and industry. During the last few years the independent grain trade has been made the subject of similar attacks and abuses.

The present agitation against the independent grain trade is the result of the unsatisfactory conditions existing in American agriculture, and has gained the present impetus through the fallacious utterances of those men who are laboring under the theory that the present system of marketing is at fault. In spite of all the time and deliberation given the agricultural problem by the most brilliant minds in the country, not one has offered an original idea or a single solution that resembles any departure from the present system of marketing. On the other hand, all plans embody the present system with a transfer of ownership to the producer on a co-operative basis, or the injection of Federal control and regulation. In every instance we find nothing but a duplication of the present marketing machinery.

We do not question the right of the producer to organize and to form co-operative marketing agencies, but we do consider governmental support and exemptions in favor of these plans contrary to the fundamental principles of a democratic government. The independent grain dealer, as an American taxpayer, is entitled to the same consideration, rights and protec-

tion accorded or granted any body of men in the same class of business. He is fully justified, by virtue of the rights granted him under the Constitution of this great democracy, in protecting himself against the machinations of those powers which may be striving to do him an injustice.

Co-operative marketing, up to this time, has not contributed a single distinctive advantage to the producer. This system makes it necessary for the merchandise to travel through the same channels that are employed by the independent operator, and its ultimate success or failure, therefore, is influenced by the same vicissitudes that control the efforts of the independent dealer. Confronted with the realization that co-operative marketing, if permitted to function on its own resources, does not offer the promised solution of the agricultural problem, the forces that conceived and fostered the idea, found it necessary to employ some other strategy to retain the confidence of the producer. Without much difficulty these forces enlisted the support of those politicians who detected an opportunity for their personal aggrandizement with the producer. This condition is to be regretted, but past events permit of no other inference. When the complete history of the farm relief legislation, as shown by the recent developments in Congress, is finally written, it will reveal to the farmer the fact that the congressmen and senators, who are posing as the champions of agriculture, not only lack the essentials of economic knowledge, but that they are traitors of the farmers' cause.

No doubt, every grain dealer is familiar with the "third edition" of the McNary-Haugen Bill, and it is needless to take much time for further discussion. Conceding the fact that, if it had become law, it would have automatically forced the independent grain dealer out of business, it likewise would have completely failed to improve the conditions of the producer. It would have held out false hopes for the farmer, because supply and demand must and will control prices. Although it would have artificially advanced prices to the domestic consumer, there was no assurance of this reward being passed on to the producer. It would have given the Government the authority to create another bureau at Washington, requiring a small army of Government employees with powers so paternalistic that would mean nothing else than an absolute control of the farmers' affairs and a compulsory communism for the American producer.

Is it at all surprising that the farm relief leaders are divided in their support of the various farm relief measures? The politicians at Washington have not yet submitted one piece of legislation that has received the unanimous support of farm leaders. That condition will exist until the legislators will replace their paternalistic ideas with an economic understanding of the conditions involved. The recent action of our legislators discloses an utter lack of sincerity in the farmers' problems, and reveals a shameful condition in our politics. When the so-called statesmen in Washington, the representatives and servants of the people who have elected them to office, are divided into groups or factions, each group conspiring to obtain the passage of its favorite bill, and finally effecting compromises by trading votes, it is time to question the sincerity of those law-makers.

It is quite easy to understand that the McNary-Haugen Bill is nothing more than the result of a vicious political conception and a thorough analysis should convince the producer that it is unworkable and might create a reaction more disastrous than has ever been experienced. However, it is hoped that the energy expounded in behalf of recent farm legislation will result in a really constructive plan, one that will actually solve the agricultural problem.

In spite of all condemnations and villifications hurled at the grain trade, we are still free to state that we have no quarrel with the farmer. The interests of the producer of grain and the dealer in grain are mutual, and we, as an organization, stand ready to do anything that is economically sound and proper to advance and promote the prosperity of the agricultural interests of this country. The welfare of American agriculture is of primary concern to every business and every industry of our great nation. It is, therefore, essential that the business men lend their efforts to work out a really constructive solution.

In my opinion, the representatives of the various farm groups should iron out their differences, and be prepared to discuss a national agricultural program that would receive the unanimous support of all agricultural leaders. The United States Chamber of Commerce has already taken steps to make a thorough survey of the agricultural problem. It has appointed a commission to make an intensive study of the agricultural situation in the United States, with a view of formulating a program to develop and insure a sound national agriculture that will progress in full harmony with industry and commerce toward greater national economic strength and prosperity.



After all this has been completed, it has been planned to hold a national agricultural conference in which representatives selected from among the leaders in agriculture are to be invited. However, the grain trade should be represented at this conference, and should select men who are considered the best authorities in the country on the marketing question. A conference of this character should be composed of men nationally known as leaders in business and industry. There should be a second group consisting of men fully familiar with existing agricultural conditions, and a third group consisting of grain men who are entirely familiar with the domestic and foreign trade conditions, all free of political and governmental influences. Such a conference should be able to formulate a national policy that will relieve the present situation, and place agriculture on a basis that will pave the way for the most phenomenal prosperity ever known in the history of our nation.

This plan of procedure seems logical and offers possibilities of a solution of this intricate problem. However, since the agricultural problem is an economic question, politics should be excluded, and past events justify that contention. Only a few months ago a very able and distinguished self-termed friend of the farmer, a man who is well known nationally in business and in politics, publicly approved of a plan that embodied some of the features just mentioned. After the United States Chamber of Commerce had resolved to offer its services in an effort to develop a constructive agricultural policy, he failed to display any desire to co-operate with this organization. Emboldened by the purely selfish motive to pave the way for his personal aggrandizement and political aspirations, he proceeded to embark on a more spectacular fight for farm relief legislation. This seems to be the attitude of many of our public servants today. It remains for the business man, the grain dealer, all of whom are vitally interested in the farmers' welfare, to join forces with the producer in establishing a nation-wide agricultural prosperity.

The legislators at Washington are reveling in an orgy of law-making that surpasses all established records. Figures recently published show that the Senate inquiries and investigations alone have cost about \$1,500,000 since 1910, and for 1926 approximately \$275,000. Other figures show that in 10 years the cost of government, due largely to the numerous regulations and laws enacted by our law-making bodies, has risen to an enormous figure. Ten years ago one public officer sufficed to administer government to 100 citizens, but at present there is one public officer to about every 10 citizens. These statistics are amazing, and it is extremely alarming to find that there is no indication of even a temporary cessation in the activities of our law makers.

Two other bills affecting the grain trade and introduced in the last Congress are the Federal Inspection Bill, introduced in the Senate by Senator Frazier, of North Dakota, and the Burtness Bill, introduced in the House by Congressman Burtness, of North Dakota. The first bill provides that no person at a point of Federal inspection shall receive into a grain elevator or warehouse any grain in interstate or foreign commerce, or make shipment unless the grain shall have been inspected by a Federal grain inspector, and such inspection and grading shall govern the sale or purchase. The latter bill provides for the licensing and establishing of laboratories for making determination of protein in wheat, and the Secretary of Agriculture is authorized to establish and maintain laboratories for making protein determinations. With such legislation as this, the grain business will eventually become so technical that the country dealer will be obliged to go to college, take a course in chemistry, and then invest in a completely equipped laboratory before he can buy wheat.

It hardly seems creditable that our law makers should disregard the question of practicability when called upon to consider proposed legislation, but past occurrences indicate that is being done. Human progress automatically creates a necessity for new laws, but laws must be wisely made and wisely enforced to meet the requirements of this complex and advanced age.

During the past few years trade conditions have been anything but satisfactory, and the country grain dealer especially does not seem to feel very optimistic about the future. But that only tends to emphasize the necessity of a closer affiliation of the grain men and a more enthusiastic interest in the work of the organization.

The grain trade, as organized today, is based on sound principles, which are the result of long experience and keen competition, and should be able to withstand all pernicious and unfair attacks. The agitation of recent years, although extremely aggravating to the grain dealer, has resulted in discussions on the marketing question that have been educational to the producer, and have made it possible for him to study the question from all angles.

In order to increase the efficiency of the organization, and create a broader interest in its work, a closer relationship of the members is necessary. It might be suggested that the members strive to become more intimately acquainted with each other. This may be accomplished by attending the local

meetings, such as the secretary arranged for during the past year in different sections of the state, or by the members visiting each other for discussions on any trade conditions and operating problems that may be confronting them. There may be labor problems, equipment installation problems, or accounting problems. An exchange of ideas will serve to assist the members in solving these difficulties, at the same time effecting a relationship between those dealers that will result in a better and a finer loyalty toward the organization.

The Association is just what the members make it. If the members will strive to conduct their business on a sound, honorable basis, and in a like manner support the organization in its activities, the Association will have no difficulty in retaining its present prestige and the creditable position it now occupies among the trade organizations of this great state.

This was followed by the reading of the secretary's annual report, by W. E. Culbertson. This report included the figures presented by Treasurer M. J. Porterfield, of Murdock, Ill., and these are given in summary only at the conclusion of the report as printed here.

### SECRETARY CULBERTSON'S REPORT

**A**S YOUR secretary it is my duty to render a report before our annual meeting of my activities during the year, and inform you as to the status of the Association. However, before doing this I would like to say a few words relative to the country grain trade of Illinois.

It is generally admitted that for the past five or



SECRETARY W. E. CULBERTSON

six years, the grain business as a whole has been a losing proposition. This is, in a great measure, due to the fact that for the period just before and during the War the men who knew the least about the grain business made the most money. The old adage "Grain bought too high is always too high" did not hold good. All one needed to know was to buy grain. No margin of profit was needed, an advancing market took care of that. However all good things ultimately end, and after the war these same men lost the most money. It has taken some mighty hard knocks to cause the dealers to realize that if they are to remain in business, that the grain business, like all others, must be conducted on business principles.

The dealers to-day are, with few exceptions, not only willing, but anxious to do business on a different basis but simply do not know how to start. I have called on those who were frank enough to state they were not making any money, that their investment had little, if any, value and all they were hoping for was that the elevator would last long enough to make them a living as long as they needed it. They blamed existing conditions on their competitors, but the competitors blamed them. The truth was, one was just as much to blame as the other, for neither was on speaking terms and both ready to believe anything told of each other. I have called on those who stored grain without compensation, for an indefinite period, but did not keep the grain on hand, yet believed they were protecting themselves by buying options. These dealers did not want to store, but laid the blame on competition. Then I found those who, after buying the farmers grain, gave the rise of the market. Of course only a small minority follow the practices mentioned, but this minority is just enough to make a most unsatisfactory state of affairs for a lot of dealers who really want, and do conduct their business so as to maintain a real service for the community they serve.

The evils I have outlined cannot be charged to any

one class of elevator. You find among those guilty, the individual; the line house; and the farmer elevator. The country elevator is just as much a utility to the farmer as electricity is to his city brother, and someone is going to give him this service, and I believe those now operating the elevators are the proper people to do this. I believe they want to, but if they are to do so, the cost of business must be considered and grain bought on a margin sufficient to cover the cost of operation and maintenance. I shall pursue this no further, as our program has been arranged to provide ample discussion of this matter, at another session.

Since our last annual meeting in Decatur a year ago, all the time that could be spared from the office has been expended in visiting our members and the country trade, and in holding local meetings. I have traveled nearly 10,000 miles by auto and have held 24 local meetings. These meetings have been held mainly in the eastern half of the state. The idea for this being, to attempt the organization of the trade into districts, using the eastern state line as a starting point and going west, the eastern half of the state being the greater grain shipping section. Another year it is hoped these meetings may be extended to every section.

We have suffered a loss in membership for the year, as only 16 new members have been obtained, while our losses have been 13 by resignation, most of these being in the terminals; 12 by business failures; and five as a result of consolidation. The membership now stands at 424, with 347 members having paid their dues, and 77 in arrears.

The Arbitration Committee has held no meeting, this being the fifth consecutive year we have been able to make such a report, which should prove our contention, "Our members live up to their contracts."

The Claim Bureau has handled fewer claims than ever before, which can be explained by the fact that the cars furnished by the carriers have been the best ever, and that weights at the terminals have been more satisfactory. Then again, even in these times some of our members are careless and do not file claims for small amounts even if the car record is defective. This should not be, but how to correct it is beyond me.

Our Scale Department has had another record breaking year as to the number of scales gone over, and as a result we have added another truck and inspector. Our inspectors are now out over the territory and will reach everybody in the country grain business, before fall, and the greater part of the trade, prior to harvest. There may be other agencies offering you scale service, but there is none better than that we offer you and it should be borne in mind that if it were not for your Association you would not have scale inspection brought to your door.

Our 1927 Directory of the Grain Trade of Illinois was compiled as usual by your secretary and his assistant and issued to everybody in the country grain trade of this state, January 1. Our profit on this publication was small, as we were not able to secure our usual amount of advertising. We expended a greater effort than ever, to that end, but business conditions were against us.

The financial condition of our organization is not in as good a state as a year ago. We have lost the revenue from our Insurance Department, due to the failure of the Integrity Mutual Casualty Company, which amounted to about \$600 annually, besides a great many of our members, due to existing business conditions, have been slow in sending in their dues.

In closing, I wish to express my sincere thanks to the officers and members of the Association for the many acts of courtesy and kindness extended to me during the year.

Mr. Culbertson reported that the treasury balance had been reduced from \$1,810.38 of a year ago to \$1,262.67 at present.

Chairman Charles Hitch, Tuscola, of the Finance Committee, presented a report indicating that the Association's accounts were accurate and in good order, and recommending that the present system be continued. The report was unanimously accepted and ordered placed on file.

Chairman E. M. Wayne, Delavan, of the Executive Committee, reported that the only matter referred to the committee in the last year was a dispute between a shipper and a terminal market concern—a matter which had come up at the 1926 convention in Decatur. He stated that the matter had been amicably adjusted and the Executive Committee would be glad to assist in any other such matters if called upon by the members.

President A. C. Koch, Breese, then named the convention committees, as follows:

Resolutions Committee: Fred G. Horner, Evanston, chairman; George E. Booth, Chicago; H. I. Baldwin, Decatur; A. H. Shelby, Sidney, and E. M. Wayne, Delavan.

Nomination Committee: L. B. Walton, Mayview; Thomas Ogden, Champaign; W. C. McMichaels,



Lawrenceville; W. A. Webb, Le Roy; Isaac C. Pratt, Roseville.

President Moore of the Indiana Grain Dealers Association was present and was called upon by the chair. He said that he had no special message from Indiana, but was very glad to have an opportunity to meet with the Illinois dealers. He invited the Illinois dealers who can do so to come to the mid-summer meeting of the Indiana association and promised excellent entertainment.

The meeting then adjourned until two o'clock in the afternoon.

## Tuesday Afternoon Session

President Koch called the meeting to order at 2:00 p. m. Tuesday and opened the proceedings by calling upon Charles Quinn, secretary of the Grain Dealers National Association.

### SECRETARY QUINN'S ADDRESS

Mr. Quinn spent but little of his time in discussing specific attempts at legislation. He pointed out that the grain trade in general is now very well aware of what has been attempted in connection with the McNary-Haugen Bill and other similar movements, and said that for the present at least this particular bill seems out of the way. However, he indicated that other ill advised legislation has been undertaken and warned against acquiring too great a feeling of safety.

Mr. Quinn pointed out that some of the evils of the past have arisen through the fault of those who did not properly work with the trade. He indicated that competition of the wrong sort was frequently at the bottom of such difficulties and he cited some early experiences in which this had been made clear. He reviewed prevailing conditions and spoke of various activities in which the national organization is now interested.

He spoke of the coming national convention in Omaha and gave a general indication of the preliminary plans. At this early date, the details have necessarily not been worked out, but he made it apparent that with the ground work so far arranged an excellent program is assured.

Following the conclusion of his address, Frank J. Delaney of the Chicago Board of Trade addressed the meeting. He said:

### FRANK J. DELANEY'S ADDRESS

I AM charged by John A. Bunnell, president of the Chicago Board of Trade, to express to the officers of this Association and to the members in convention assembled, his appreciation of the invitation extended to him to address you today, and his profound regret that conditions with respect to prospective legislation aimed at the Board of Trade and its activities are such as to compel his continual presence in Chicago at this time. Consequently he has deputized me to speak for him.

I am not by any means an adequate substitute; nevertheless, I shall do my poor best to present to you the situation as it appears to those members and executives of the Board of Trade upon whose shoulders fall the always strenuous, and at times the thankless duty of maintaining the standards, reputation and efficiency of the Board of Trade.

The Board of Trade is a commercial institution, organized for a single purpose, viz.: "maintaining a free, open, competitive market and of enforcing rules of business conduct which compel sanctity of contract and integrity of performance," in the grain, provision and cotton trade. The disciplinary power of the Board of Trade is used to that end and does accomplish that purpose.

Through agents all over this country, and indeed in foreign countries, it gathers all of the available news that affect grain prices everywhere. And it gives this to the public, viz., to you. It gives you dependable news of foreign markets, crop conditions, crop movements, grain values in all the world markets continuously. It gives you all obtainable facts that help you daily or hourly to make up an intelligent estimate of the values of the grain offered to you by your farmer customers. It does this at no cost to you but at considerable cost to the members of the Board of Trade. When you stop to consider that the men who are buying your grain or selling it for you, furnish you in advance with all information available, you can readily see that you have an advantage in the disposal of the commodity you handle (grain) that is very pronounced, as compared with the situation in which sellers of other commodities find themselves.

What information a merchandiser of other com-

modities obtains, he obtains as a rule as the result of his own individual search for sources of dependable information and he measures his information against the fund of information possessed by the purchasers, to his own profit or loss—and he must search for buyers. It is because of our highly organized and efficient method that in all the world there is no basic staple commodity moved to market for a lesser toll than applies to the marketing of the great American grain crops.

### Average Terminal Market Charge

The average terminal market charge for selling is about 1 per cent of the value. And this 1 per cent is the gross earning of the agent of the seller.

In turn the purchaser is willing to work on the same percentage and so we can see how corn can move from the corn belt of Illinois to a European port under a merchandizing charge or a merchandizing net profit of anywhere from 1 per cent to a maximum of perhaps 3 per cent and to a domestic consumer for even less. This is a very healthy contrast with selling or distributing costs or merchandisers' margins, necessitated by the method of handling, of other staples. Viewed dispassionately ours would seem to be a business and a method that merited the hearty approval of all honest investigators who are earnestly seeking to find ways and means to lessen the spread between the price which the producer receives and the price which the consumer pays.

I think most of the country grain merchants take these things largely as a matter of fact and as a matter of course. They depend upon and look to Chicago for complete information on grain values and grain markets. Practically all other terminal markets in America, likewise depend on Chicago for essential market news.

There is naturally a friendly and healthy rivalry



FRANK J. DELANEY

and competition for the farmer's grain between all these markets. Our business is built on the bed-rock of competition. Competition as an economic principle is in irreconcilable conflict with Socialism. We believe implicitly in the economic soundness of the principle of competition. Competition as between markets, and competition between merchants in each market with all other. Competition is the very life blood of the grain business. Lack of competition destroys the grain business. It is the test of fitness to survive, but always competition must be fair competition. It is that sort of competition that the rules of the Board of Trade foster and enforce, and it is the sort of competition that it respects and expects.

The Board of Trade does more than merely reflect in its operations a freight difference between the values established on its exchange floor and those of other domestic and foreign markets. The activities on its exchange floor do create market value. The test of the value of any commodity is what someone is willing to pay for it. The Board of Trade has in daily operations on its exchange floor a group of men engaged in speculation.

### Value of the Speculator

Now the speculator is a much abused individual and few there are who stop to consider how essential his activity is. We like him when his market views agree with ours. We hate him when they disagree and he develops to be right and ours wrong.

During a hearing in the Illinois Senate on the old Lantz Bill, now revived about two weeks ago, I was asked by a member of the Illinois legislature: "Does speculation in grain work to the advantage or benefit of the producer of grain?" I unhesitatingly replied that "I do so believe."

Any man who has given any thought to the subject at all, is brought immediately to the realization that speculative activity in any article of commerce always works to an enhancement of price. We see this reflected in land, and in copper, in cotton, in oil, or in

any other basic commodity. Stabilized commodities or values are dead. Speculation is competition and competition is the life of trade.

Speculation in grain crops permits the continuance of a daily, free, open and competitive market for the farmers' grain crops. It is because of speculation that there is *always* an open and competitive market for all kinds and qualities of grain crops produced. Because this is an open, a free, a fluid, a continuously competitive market, the farmer can get full cash on day of delivery of his grain, as well as obtain full going market price. It is speculation that is responsible for the present magnitude of the trade in grain for future delivery. It is because of it that the miller, and the exporter, and the warehouseman and the banker can function as distributors of the immense crops raised in America every year without speculation in their own business and with a minimum of margin of profit and with a maximum of security. It is because the speculator speculates that the others do not have to. It is because a speculator is willing to buy corn for December delivery that you are able to sell new corn crop during the summer months when the corn crop is assured for December delivery or that you will shortly be receiving bids for new crop wheat. Because you are able thus to deal with certainties the local merchant is enabled to safely extend credit. The merchant can thus calculate reasonably closely the certainty that his farmer customer will then have funds in cash as his crop matures, reasonably sufficient to meet the credit obligation.

Because of this, the wholesaler in turn is able to extend credit to the retailer for this purpose. In turn, because of this, the banker can extend the wholesaler the credit accommodations necessary for him to fill in his part of the activity.

Furnishing therefore as he does, a large if not the preponderant share of the activity in the trade in grain for future delivery, the speculator therefore is a man who assumes the chances and risks for the sake of a profit, and relieves the rest of that necessity. He is therefore a useful and a highly important factor in the general commercial economy of grain trading.

Naturally of course I am speaking of men as speculators who are by mental training and temperament, no less than by financial resources, competent to speculate. The others do not survive. And so the great body of speculative talent whose activities do so much to maintain this free and continuous and fluid market are men who by their acumen and intelligent reading of conditions daily, and sound conclusions, have shown a capacity and an adaptability for that activity. That the activity of the speculator is reflected in better prices for the farmer's product is beyond any doubt.

### Effect of Speculation on Price

Normally the speculator will pay a higher price for grain for future delivery than will the industry or the exporter pay for grain for spot delivery. His willingness to do that, has a tendency to lift spot values to the level of the future price ultimately. He intrudes himself as an active daily competitor, and a very resourceful and keen competitor of the industry and the exporter. In so doing he carries for the sake of a profit the load and the risk that the others want to be relieved of. And bear in mind, he is making these prices in Chicago. All the markets in all the world in the final analysis somehow adjust themselves to these either directly or indirectly.

The records of grain prices in America as contrasted with those prevailing in other competing producing countries reveal that American values, over a period of months or over a period of years, average substantially higher than values in those other countries. The activity of the speculator is responsible for this. Thus he is in a practical way, a substantial support to the farmer in his effort to obtain all that his product can bring.

Yesterday morning speculators paid in cash for farmers grain delivered on Chicago Board of Trade contracts for future delivery, over \$5,000,000, and this is not an unusual circumstance either. Nearly \$3,000,000 was paid for corn alone. If this does not constitute a competitive demand for the farmers' products, I would like to find out just what would constitute such a demand.

I know that in placing these thoughts before you I have placed before you nothing that is new. Probably every man in this room knows these facts better than I but it is only to remind you of them that I mention this, for it is particularly opportune that you be reminded of them at this time.

The superiority of our system has come to be a matter of world-wide conviction. Foreign investigators coming to our country have almost invariably come for the main purpose of ascertaining how American methods could be introduced into their own country's grain merchandizing problems. All of these investigators are astonished to learn that an activity, working as ours does work, so efficiently and functioning on such a narrow margin of profit has been made in recent years the continuous butt of investigation and legislation by our national as well as our state governments.

The fundamental cause of this is, we all know; the deflation in the price of grain crops in the last six



years and the attendant deflation in farm land values and the resultant wrath of the farmer.

Because the farmer as a class believes himself to be the victim of discriminating legislation at the hands of Congress, it has not been difficult to commit a considerable and a well organized minority to approval of the McNary-Haugen Bills of varying degrees of economic absurdity.

#### Dangerous Legislation

Few of you I think adequately comprehend the danger that threatened the American people in those measures. They represented the first serious attempt to commit our country to Socialist legislative program. I am sure that most of us have always felt that if conservatism, patience, dignity and sound reasoning and common sense had any refuge left in legislative halls, that refuge was in the United States Senate. And yet I heard in the Senate debate on that last McNary-Haugen Bill one senator make a powerful speech for the bill because it was *not a taxing measure, was not a price fixing measure*. And the senator who succeeded him within the next 10 minutes announced that he was for the bill because it was a price fixing measure and because it was a taxing measure. What sort of a bill is it that can win one senator because it is something, and another because it is *not*?

We finally hope and believe that the epochal veto message of President Coolidge, presenting as it does a yardstick of common sense, will end that sort of a threat for good and all.

#### Situation In Illinois Today

But we in Illinois are now face to face with a similar situation in our own legislature. Similar in this, that men of honest purpose are in danger of assisting in the passage of bad legislation simply out of a desire to do something to help the farmer.

And unless the saner, more well considered, more temperate thought among farmers prevails it is very likely that at Springfield this session his representatives instead of doing something for the farmer will do something to him. And not much can be done there at this time by argument, however convincing, however logical.

The dangerous and sad feature of the situation is that these legislators are not (when it comes to the question of farm relief) as reasonable as they are on other subjects. They deal with the whole proposition from the standpoint of prejudice. Logical argument is wasted. "A man convinced against his will is of the same opinion still," and argument gets nowhere with that type of legislator, or with any legislator in that frame of mind.

What does interest him and what he does respond to is the opinion of those who elect him, as he gets it from them or from those whom he believes represent them.

Out of a rather full and varied acquaintanceship and experience with farmers has come my conviction that broadly speaking, the farmer does not want to do anything that will injure his market. That he does not consciously lend his influence to that end. For the most part the best farmers in the country take only a casual interest in the uproar made by agitators either in their home localities or in legislative halls, because these activities do not jibe with his common sense. But it is because of this attitude on the part of the farmer—that is his slackness to make himself heard actively *against* unwise legislation—that the legislators assume that he is for this type of legislation. You know and I know and the farmer knows that in every legislative activity it is a highly organized minority that imposes its views on the legislators, and the unorganized, silent majority wake up to what has happened after it has happened. They condemn bitterly the law after it has been made law but they were not alert to their own interest when and where they should have been.

There are before the legislature of Illinois at the present time, six or eight bills, one of which, the old Lantz Bill, is on passage in the Senate. There is also in session in Chicago the House Legislative Investigating Committee, investigating the Grain Marketing Corporation, and the grain trade. This means that there is to be legislation of some character passed at this session in Springfield.

This Legislative Investigating Committee has announced that its purpose is constructive—and the most recent newspaper publicity indicates this to some extent at least. We shall better determine this when we are shown what sort of laws they are going to recommend. I may say this in passing, however, and it gives me a great deal of pleasure to be able to pay a tribute to a young man in his home town. Benjamin Goldstein, formerly a resident of Peoria and now attorney for this legislative committee, has displayed an industry that is amazing and an ability to comprehend the essentials of a very complicated situation and the essence of the problem, in a way at once most surprising and at the same time most assuring. I feel that to the extent that he can help to make it so, legislation proposed will be sane and constructive. He is however, frank to admit that his committee will try to develop their bill along lines suggested or approved by constructive agricultural interests rather than the Board of Trade. This situation we can accept even if with some misgivings. For in the last analysis there can be no law passed that will help

our farmer patron without helping us and no law that hurts us but will hurt him. But the danger lies in that either to this legislative committee or to the legislature, the farmer of Illinois will let himself be committed to a radical and destructive legislative program—and he will be so committed unless he interferes positively and makes it plain to the legislature that he will not be satisfied with any program that is not constructive.

For the issue is here:

Either the Board of Trade as an institution serves a useful economic purpose or it does not. If it does not it should be closed up. If it does it should not be made the victim of laws, the purpose or effect of which will be to kill it by inches but it should on the other hand be given legislation that will increase its importance and its value to the farmer. The Board of Trade cannot come to Springfield and battle for its existence every time a legislator gets a brain storm and introduces a bill against the Board of Trade. The responsibility for the continued existence of the Board of Trade as an open market place is therefore squarely up to the legislators and to the governor of Illinois. Indirectly it is squarely up to the organized farmers of Illinois in whose behalf each bill was introduced, (according to the argument advanced by the sponsors of each bill). If the farmers of the state of Illinois want legislation restrictive and destructive they certainly can get it; for there is no force that the Board of Trade can or should interpose that would be of consequence enough to prevent legislation that is really demanded by the farmers.

The Legislative Investigating Committee has announced its desire to adopt a constructive program. To the extent that it will permit the Board of Trade to co-operate with it, that co-operation will be given, but it is quite evident that in this committee as in the legislative halls, the final determination as to what sort of bills will be passed will rest with the farmer of Illinois, and certainly not with the Board of Trade. And he will be represented as favoring restrictive and harmful bills, and to them he will be committed unless he makes known to the Legislature his determination, not to be so committed.

There is the field of your present and immediate duty and opportunity. You have the respect and confidence of your farmer friends. You meet them daily. They discuss with you the farm problem. It is up to you to enlighten them as to the situation, so that they can lend their powerful influence to shape legislation along constructive lines. They will use reason, not prejudice, when you show them the paramount interest they have in making legislation practical and good instead of visionary, prejudiced, vindictive and bad.

#### The Grain Trade and the Farmer

As we see it, the prosperity of the grain trade at country points and in terminal markets is bound up rather closely to that of the farmer. This I think has been demonstrated rather forcibly in recent years.

We should therefore do what we can to help to a betterment in agriculture. We can be prosperous only as our patrons are prosperous.

We realize that since there is a very much mixed situation in agriculture, that though individual farmers may be prospering, an undue proportion of that industry is not prospering. We believe the solution will be developed when the problem has been properly visualized. We are willing, indeed anxious, to help to that end. We are anxious to develop and foster and support sound practical measures.

At the conference on farm relief presided over in Chicago last year by Governor Small, the Board of Trade officially, through me, publicly tendered our help and counsel to this conference. We believed that we might perhaps contribute some sound thought and suggestions, and we still so believe. We believe that the grain man is a dependable and substantial friend of the farmer and not his natural enemy. We believe that there are practical ways in which corn prices particularly can be improved. Since the reasons for distress among farmers vary so sharply, it is plain that remedies must show a similar variance. With one farmer it is too much interest overhead, with another lack of proper machinery, with another high-priced labor, with another undue commitments and lack of credit and collateral. All of these can be corrected. Not by speech making, not by an excited hullabaloo, not by chasing economic rainbows materializing into laws that are in conflict with common sense, but rather by practical and sensible and united thought translated into real performance.

#### Increasing Demand for Corn

To illustrate my thought, the bill introduced into Congress at the last session by Stewart of Iowa, providing for the imposing of a prohibitory duty on molasses imported into our country for the production of industrial alcohol is a practical method of increasing our domestic demand for corn. (It will be interesting to you to know that the Tazewell County Farm Bureau first brought this to the attention of farm leaders in Washington when the last tariff act was being framed.)

We of the Board of Trade do not pose as economic experts, but we do know something of the problems connected with the disposal of crops—something of those influences that operate to create a price level—and something of the law of supply and demand—

something of the psychology of selling grain at home or abroad at the best possible price.

We are anxious that whatever of talent and ability and knowledge we possess shall be freely available to our farmer friends. We want to be of what help we may—not alone as good citizens but as prudent business men.

We want you to ask your farmer friends to see that we are given nothing less than that opportunity. Meanwhile we shall continue to function in compliance with the laws of our state and the laws of our nation as a free, open and competitive market; enforcing honesty and fairness of dealings as between producer and consumer who meet for trade on our Exchange floor and under our rules.

Thus, and thus only, we shall preserve proudly, and build up solidly, the proud record of commercial achievement by this exchange during the past two generations.

Thus, and thus only, you and we may leave to our children the memory of a manly business activity carried on in a straightforward manly way—and we shall have earned the greatest measure of respect and the largest measure of loyalty from those who know us best.

At the end of this discourse, W. H. McDonald, supervisor in charge of the Chicago district, spoke on "Grain Grading, Sampling and Loading." He said:

#### WILLIAM H. McDONALD'S ADDRESS

FEDERAL standards for grain have been in active use for about 10 years. You are familiar with the United States Grain Standards Act under which these standards are promulgated, therefore I will not spend time in explaining the act, other than to say that the act provides that grain shipped in interstate commerce be inspected by licensed inspectors in the first instance. The licensed inspectors are not employees of the Federal Government, but are employed by the state and grain exchange inspection department, or by individuals operating private inspection service. Some few of the grain trade believe we have Federal inspection. This is not true, but we do have *Federal supervision of grain inspection*.

#### Organization of Supervision

In the United States Department of Agriculture at Washington is the Grain Division Office, with H. J. Besley in charge. General field headquarters are located at Chicago, Ill., with R. T. Miles in charge. District offices have been established in the principal grain marketing centers. At general field headquarters, the Board of Review and the Efficiency Department are located—two very important branches of supervision. The personnel of the Board of Review is comprised of four practical grain men, who give all their time to the reviewing of samples submitted from the district offices and to the entertaining of Board of Appeals. The fact that they are located in Chicago enables them to render the service with the least possible delay. From the samples submitted, general field headquarters has a daily check as to the grading of the grain at various markets and if the market is out of line with the Department's interpretation, the inspection efficiency project of general field headquarters immediately conveys to the district office the findings of the Board of Review.

The efficiency project has to do with the compiling of the records of inspection and supervision for the entire country. The information compiled makes it possible to visualize how grain is grading in all markets at all times and to follow the movement of grain between the terminal markets.

#### Sampling

One of the important phases of grain inspection is the sampling. The Department of Agriculture has adopted the 60-inch brass compartment grain trier, using a canvas of the size that will permit each trier full to be placed on the canvas for examination. By comparison of these samples, the sampler is able to determine if the quality is the same throughout the car. In many markets the licensed inspectors have little or no control over the samplers. They are obliged to accept as representative the sample furnished them by samplers employed for this purpose. This factor, probably more than any other, causes differences in grade between the licensed inspector and the Department findings.

#### Unevenly Loaded Cars

A large number of cars are found that are unevenly loaded. It is a difficult problem to determine the true grade in such cases. The shippers can assist in the inspection of grain by uniform loading. This can be accomplished by proper mixing before loading. This, of course, is added labor for the shipper, but we are convinced beyond a reasonable doubt that he will be well paid for this labor. We wish further to suggest that your cars be trimmed after loading, by leveling off the surface of the grain and leaving sufficient space between grain and roof to permit the samplers to enter the car and draw samples from the ends. The results of even loading are best manifested by the uniformity in grading we find on the evenly loaded grain shipped from terminal markets, where the grain has been properly mixed before loading. The intermarket information shows a uniformity in grading beyond that believed possible, prior to the establishing of Federal standards. We believe



that you should sample each car after loading, make an honest effort to determine the grade. If you are in doubt as to the grading factors, mail a sample to the nearest supervision office and we will assist you in getting a line on the grading factors. After you have graded a few samples, you will find that it is a simple task.

An unevenly loaded car appealed to the Department just a few weeks ago, illustrates the necessity for even loading to avoid dissatisfaction with the grading and loss to the shipper in the price of the grain. In this particular car, we found in one end about 100 to 125 bushels of low quality wheat, containing a high percentage of heat damage. We assigned a grade of sample grade. We made inquiries of the receiver as to the price he was able to get for this particular car of grain. He informed us that the best price he could get was 23 cents discount per bushel. This lot of grain would have graded No. 2, had he not placed this small lot of low quality grain in the car and I am quite sure that this shipper was of the opinion that he had received an incorrect grade. Naturally he would feel that way, due to the fact that he suffered a loss of around \$300 on this one car of grain. There is no way that the inspection service can assist shippers that load grain after this manner.

#### Damaged Corn of the 1925 Crop

The 1925 crop of corn was of a quality that caused much dissatisfaction to the grain trade. The problem of inspection and marketing the crop can be more fully visualized if we fix in our mind the high moisture content that was present. We find that from certain sections of the country, every third car of the 1925 crop was water. From other sections every fourth to fifth car was water. The high moisture content was of course the cause of the heavy damage. During the last six months of marketing of the 1925 crop, "total damaged" was the grading factor. The character of damage was such that it was necessary to examine the corn with care. A mould designated as "Blue Eye" which attacked the germ of the kernel first, was present and in order to determine the percentage of damage, every kernel of the portion used to determine the grade had to be examined, which required time and patience. The general appearance of the grain was deceiving and led the grain trade to believe that the Department had changed the interpretation of "damaged". However this may appear, it was not the case. The Department from the inception of the standards has interpreted "damaged" to be of a distinct type, thus making it possible to apply the standards with a high degree of uniformity. You do not have to be an expert to determine what is "damaged corn." All you have to have is common sense to differentiate between sound and damaged corn.

#### Description of "Damaged" by Board of Review

The Board of Review, acting under the United States Grain Standards Act, has issued the following as a definition of "damaged" and also a method of determining this factor: "Any damage to the kernel which is discernible to the eye and readily recognized as such by a practical grain man."

This may be in the form of so-called "blue eye," whether the blue spot be very small or cover the entire germ surface of the kernel; "cob rot," "mould" damage, either pink, white, blue or black mould, which extends through the bran coat of the kernel; germ damage, when the germ is discolored brown or black either from rancidity or other causes; frost damage, which also discolors the germ brown, black or green, although not present in corn this year; heat damage, which needs no description; or any other form of disease or damage which is readily recognized as such, including badly silk cut kernels.

Any practical country elevator manager can determine the percentage of damaged corn in his shipments provided he adheres to the following suggestions:

1. Be sure that the sample is representative of the carlot.
2. Make his damage separation in accordance with the above definition of damaged.
3. Make the separation on not less than 250 grams of the sample free from foreign material and cracked corn;
4. Examining each kernel for damage on both sides,
5. Then weigh the damaged kernels picked out and determine per cent of damage by weight.

A short time ago, a young lady visited our office, who was employed to grade grain by a grain firm operating a line of country elevators. She was able to analyze and grade corn with a high degree of accuracy. I made inquiries of her as to what part of the grading she found difficult. She replied that if the men of the different elevators would send her a representative sample, the greater part of her differences would be eliminated. We used a representative portion of each sample to analyze for damaged, ranging from 200 to 250 grams. If you have not been grading your grain in and out of your elevators, then you have been seriously handicapped.

#### Equipment

In our opinion, every elevator should have the following equipment: Grain trier, moisture tester, quant

weight per bushel tester, wooden stroker, sample divider, Emerson wild oat kicker; sieves of the following dimensions: 12/64 corn sieve, 8/64 buckwheat, 1/12 fine seed sieve, fine chess sieve 64x38; one bottom pan, a balance having a capacity of 1,000 grams, sensitive to 1/10 gram, with set of weights one gram to 1,000.

The method used in determining the grading factors, such as "damaged", "foreign material," etc., expressed in per cent, are as follows: Using the sample divider and cutting out a portion from the sample, taking the weight into grams, removing the damaged grain or foreign material present, using the total weight for your divisor, the dividend is the amount removed and the quotient is the per cent present.

#### Oats

The oats standards appear to be working out quite satisfactorily to the grain trade; the greater part of the oats are graded on general appearance, the present crop being an exception in this report. Due to the unfavorable weather, moisture has been a factor, which has brought about deterioration and at the present time, heat damaged and odor is a factor entering into the grading to quite some extent and we are for the first time having the factor of weathered oats to contend with. I suggest in grading the oats that every sample be examined for odor, since the standards do not permit oats that have a musty odor in grade No. 3 or higher.

#### Moisture

The method of determining moisture is generally well understood by all grain dealers. The operation is simple, but in order that accurate results be obtained, you should follow the instructions as set forth by the Department in detail. The prescribed amount of soil and grain should be used. A few kernels of high moisture grain in excess of the amount specified, will give inaccurate results. The heat should be so adjusted that the temperature specified will be reached within the prescribed time which is 20 minutes. The thermometer bulb should be four-fifths immersed in the oil after the grain has been placed in the flasks. Keep a good circulation of cold water through the condensing tank. Do not read the percentage of moisture until the temperature has fallen to 106 degrees. Samples for moisture tests should be placed in air tight containers as soon as they have been drawn and the test made at the first opportunity.

#### Some Essential Points for Consideration in Testing

##### Corn for Moisture

1. Use exactly 100 grams of grain. A few kernels too few or too many will cause an appreciable variation, especially in corn with a high moisture content.
2. Use exactly 150 cc. of a good grade of mineral engine oil having a flash point of at least 205 degrees centigrade and of medium viscosity. An incorrect amount of oil will affect the heating time of the test.
3. Shut off heat immediately when the thermometer registers 190 degrees centigrade. Longer application of heat can cause nothing but trouble.
4. Do not read the percentage of moisture in the graduated cylinder until the temperature has dropped to 160 degrees centigrade.
5. If the moisture content of the sample is so high that there is a tendency for the oil to boil over, the heat should be decreased until a considerable portion of the water is distilled over.
6. Keep a good circulation of cold water through the condenser tank.

#### Appeals

There is an increasing demand for appeal services, there being 42,451 entertained during the year ending June 30, 1926. Chicago alone has had over 10,000 since July 1, 1926. The appeal grades being final has eliminated disputes and discounts that were numerous in the past.

The Chicago Board of Trade has agreed that Federal appeal shall be final on all grain delivered on "future contracts" in Chicago, which has a decided influence in stabilizing prices during the period that deliveries are made. These holding warehouse receipts can accept delivery of grain with the assurance of receiving the grade stipulated on the warehouse receipt. The Department realizes the need of more intensive supervision, but is confronted with a limited appropriation. That the Department has been able to render so large an amount of appeal and supervision service to the grain trade has not been due to numbers but to loyalty on the part of those employed, all having worked additional hours, including Sundays and holidays, without additional compensation.

#### Plugged Cars

We find a few shippers loading grain after a manner that indicates a deliberate attempt is being made to conceal grain of inferior quality. Grain loaded after this manner is graded on the basis of the poorest quality found in the car. Often-times, a small portion of inferior grain will contaminate the entire carload during the process of unloading. The Department in the cases of all cars coming to its attention that have been loaded after a manner as described, is

sending to the shippers the following letter. This is done with a view to discouraging this practice.

Dear Sir:

This office is informed that during the early part of January your firm shipped from to , a quantity of oats contained in Car, , which upon arrival at destination was graded by an inspector licensed under the United States Grain Standards Act, who assigned thereto the grade No. 3 White oats. The car moved to an elevator, and then partially unloaded was found to contain heat damaged and decidedly musty wheat on the bottom. The car was loaded to capacity, making it impossible for the samplers to draw samples from the ends of the car, where the inferior grain was located. The Chicago office of Federal Grain Supervision graded the car Sample Grade White oats, musty, heat damaged 15 per cent.

The sampling and grading instructions of this Department provide that the grade of a lot of grain shall be based upon the poorest quality of the lot or parcel in case it shall appear that the grain has been so loaded or handled as intentionally to conceal grain that is in any manner distinctly inferior to the remainder of the lot or parcel. Moreover, section five of the grain standards Act provides in part—

Whenever, after opportunity for hearing is given to the owner or shipper of the grain involved, and to the inspector thereof if the same has been inspected, it is determined by the Secretary that any quantity of grain has been incorrectly certified to conform to a specified grade, or has been sold, offered for sale, or consigned for sale under any name, description, or designation which is false or misleading, he may publish his findings.

Since it appears from the information which we have that the uneven loading, or plugging, of the car above mentioned was responsible for its misgrading under the Act, you are given this opportunity to submit a full explanation of the circumstances surrounding the loading of the car at your elevator.

Shippers, in plugging cars, are placing the receivers in bad repute with the buyers, thereby limiting the market for his goods and the receiver is often placed in a very embarrassing position, attempting to explain the sale of what appeared to have been choice grain until arrival at the elevator and then found to be of a quality that the buyer cannot use.

#### Inspection of Receipts of Wheat in the Chicago Market July 1 to December 31, 1926

The receipts of wheat in Chicago, from July to December 1926, have been compiled and show that 6,187 cars of wheat for the month of July graded as follows: 64.1 per cent receiving a grade of No. 1; 31.9 per cent, grading No. 2 and a total of 96 per cent receiving the contract grade of No. 2 or higher. During the month of August, we found a large percent of the wheat grading down on account of moisture, there being 56.2 per cent grading No. 2 or higher. The balance, or 43.8 per cent, were of a grade that sold at a discount under the price for No. 2. The great loss to the producer on account of unfavorable weather and their failure to preserve the crop after harvest, can be more fully visualized by expressing the amount in bushels of low quality wheat received in the Chicago market. Let us first take the month of August.—We have 4,153 cars figuring on the basis of 1,350 bushels per car, we found 5,656,500 bushels falling into grades that were discounted under the contract price. For the entire six months, we have 9,027,450 bushels falling below the contract grade. I attempted to ascertain the average discount for this huge amount of grain but found that it was a bigger task than we could perform, but by inquiries from the grain trade, I found that the discount for the month of August, ranged from 2 cents to 25 cents a bushel. At that time the grading factor was moisture only and the discounts were not as heavy as they are at the present time. Now, owing to the other factors, such as heat damaged and heating, the discounts range from a few cents up to 60 cents and 70 cents a bushel.

There are many arguments advanced as to how values of the grain crop may be increased, to the benefit of the producers. It has occurred to me that some relief can be brought about by preserving the crop following the harvest. We have been successful in developing varieties of grain that are more profitable than others to the producers, and that its full value be received when marketed, rests with the producers. The great loss due to the producers failing to preserve their crops, warrants definite plans be made by them to attack the grain if he is unable to thrash as soon as the grain has been cut. The value of grain is based on quality and condition. The percentage of sound grain and the dry matter present have to be taken into consideration by the manufacturer in making his purchases and we find that high quality grain is in demand at all times in our markets and that a premium is being paid for the high quality.

In closing I wish to leave this fact with you, that the true grading of grain does not always rest with



the inspector, it beginning with the producer preserving the grain and the uniform loading by the country shippers.

The meeting then adjourned until the time of annual dinner in the evening.

## The Banquet Session

Dinner was had at 6:30 Tuesday night in the Gold Room of the Hotel Jefferson, and music and entertainment were provided through the courtesy of the Peoria Board of Trade.

E. M. Wayne, Delavan, was introduced by the president as toastmaster of the occasion, and he in turn introduced Congressman William E. Hull. Major-General Thomas Q. Ashburn, U. S. A., chairman of the Inland Waterways Corporation, Washington, D. C., had intended to be present, but sent a message via Congressman Hull instead. The congressman's address at the banquet was, in part, as follows:

### WILLIAM E. HULL'S ADDRESS

IT IS a privilege to be called upon to speak before an organization of men who form the real artery of the distribution of the agriculture of the nation. I am substituting tonight for a gentleman that I have the highest regard for and confidence in, a major-general in the United States Army with a business head upon his shoulders.

Major-General Ashburn, who has fought in three wars for his country not in a swivel chair but on the front lines of battle, now is placed in the most responsible position of the War Department by being at the head of the Inland Waterways Corporation.

He has made not only a study of the situation but has brought his great Warrior Lines out of a deficit to a profit and I call your attention to the following figures: This line in 1923 operated with a loss of \$955,000; in 1924, a loss of \$532,000; in 1925, \$34,000; in 1926, a profit of \$188,000. The increases in tonnage is largely responsible for the turning from the red ink in the ledger to the black ink and nobody is more responsible for this than Major-General Ashburn himself. And, for your information, I am going to read excerpts from General Ashburn's speech of February 12, 1927:

"Operating upon approximately 250 miles of river and coastal waters, from the twin cities of Minnesota to New Orleans, from New Orleans to Mobile, and on the Warrior System from Mobile to Birmingham, Alabama, touching only 11 states by water, the Inland Waterways Corporation, through relations with 165 railroads of the United States, has extended the benefits of cheaper water transportation to 30 additional states.

"Its all water rates are broadly competitive and reasonable remunerative. Its joint rail-water rates are normally formed on the basis of the application of the all water differential of 20 per cent between ports of origin and destination on the river, to the all rail rate between point of origin and destination, thus reflecting to all users of joint rail-water rates a differential of 20 per cent below the all rail rate between ports of origin and destination.

"For example, if the all rail rate on a certain commodity originating in Chicago and destined to New Orleans were \$6 per ton, and the all rail rate from St. Louis to New Orleans were \$5 per ton, the water rate, due to the 20 per cent differential from St. Louis to New Orleans, would be \$4 per ton, or a saving of \$1 per ton. Applying this saving to the all rail rate from Chicago to New Orleans, the joint rail water rate for such service would be \$6 — \$1 = \$5 per ton, or precisely the all rail rate from St. Louis to New Orleans.

"Through the co-operation with railroads, the benefit of its joint rail-water rates have been extended to cover all of the states in the Union with the exception of Virginia and the Carolinas, Montana, New Mexico, Utah and Nevada, or a total of 41 states, served by two rivers which themselves touch only 11 states.

"One hundred sixty-five railroads co-operate in extending the benefits of this cheaper combined rail-water transportation to approximately 100,000,000 people.

"The corporation is actively at work with the ultimate end in view of extending its benefits to the whole of the 48 states. Active additional operations on the upper Mississippi, beginning in the spring, are expected to extend these benefits to the inter-mountain states not now touched.

"In 1926 the operations of this corporation saved the shippers of the United States approximately \$1,500,000 in freight rates, and through its cheap water rates on grain for export set the price, according to records of the St. Louis Merchants Exchange, so that the farmer received for his grain nearly 3 cents per bushel more than he would have otherwise received. This additional price of 3 cents per bushel was not alone confined to the grain shipped by the facili-

ties of the barge line, but according to the statements of the great grain dealers themselves, set the price at which the hundreds of millions of bushels exported was purchased from the farmer. Assuming that these statements of great grain dealers are correct, then this service on grain gave to the farmer in actual cash in 1926, 50 per cent of the entire going value of the Inland Waterways Corporation, or in the neighborhood of \$7,000,000.

"The benefit was extended directly to the farmer whose grain was exported, and indirectly to the farmer whose grain was sold for domestic purposes. Plans are under consideration, and advancing toward culmination, whereby the corporation may become, what it is not now, a factor in the domestic distribution of grain and other agricultural products which will largely increase its value to the agricultural communities of the North, Northwest and South, and to the consumer generally.

"Thousands and thousands of dollars were saved to the consumer on sugar shipped upstream and distributed through 217 cities.

"Such articles as aluminum, which is fixed by the reduced rate on bauxite ore, cheaper rates on manganese ore, sulphur, etc., enabled vast quantities of steel to be manufactured cheaper and by competition based on transportation, enabled the consumer to get his building materials cheaper.

"Vast quantities of coal transported cheaply by water reduced the cost of the manufacture of power, gas and heat.

"The harnessing of waterways and railways in one team has been successfully tried out and never again can there be cut-throat competition between them.

"The people of the United States may confidently



E. M. WAYNE  
Presided as Toastmaster at the Banquet

look forward to days not far distant, when every navigable stream in the United States will again, in co-operation with the railroads, be furnishing effective and cheaper transportation without the expenditure of vast sums to furnish new arteries."

So, gentlemen, it is not necessary for me to elaborate upon the great benefits that are bound to be derived in the great State of Illinois by the improvement of the waterways of the great Central West. The Hull Bill which deepened the Illinois waterway, which is the connecting link between the Great Lakes and the Mississippi River and makes feasible all of this great water transportation referred to by General Ashburn is worth more to the State of Illinois, the farmers and the business men of the state, than all of the legislation that will be passed in Congress in the next decade.

It was a hard task to convince the people of the State of Illinois of the advantages that would accrue but the dawn of day is beginning and those who are interested in cheap transportation in the betterment of conditions in the opportunities to build manufacturing plants that will enhance the value of the properties in the state see now what it means to the people of the state by the completion of this project. And, it will be my purpose while a member of the Congress of the United States not only to study the value of this great waterway from a transportation standpoint but to study the Illinois River in reference to assisting the farmers and the citizens along the river in flood control. No one realizes more than I the great hardship that every farmer and citizen is now undergoing by the flooded bottoms of the Illinois River. The Government of the United States will, I am sure, do their part toward bringing back these farm lands and villages.

The recent floods down the Mississippi Valley have induced the people of the nation to subscribe liberally

to a fund for immediate relief of the sufferers but the nation must and will recognize the future hope of those who cultivate the lands along the river. The State of Illinois should likewise recognize the inability of these farmers to rebuild their dikes and levees because the recent disaster has wiped them out. And, so, we hope that the generous spirit will be shown by both nation and state to the poor people along the Illinois River.

## Wednesday Morning Session

The first address on the second morning's session was that of E. P. Miller, of Chicago, who spoke on "The Relation of Future Grain Market to Cash Grain Market." He illustrated his remarks with a chart, and said, in part:

### E. P. MILLER'S ADDRESS

THE prosperity of the United States is linked very closely with the price of wheat, corn and other cereals. The annual production of wheat averages about 820,000,000 bushels, and of corn, 2,800,000,000 bushels. During recent years the farm value on December 1, has ranged from \$735,000,000 to more than \$2,000,000,000 for wheat and from \$1,250,000,000 to nearly \$4,000,000,000 for corn. Price is more important than acreage or yield, and the purchasing power of our great agricultural states depends upon this important factor.

Corn is a domestic product and is largely dependent upon the annual crop, the livestock industry and other domestic conditions, although it is swayed from time to time by wheat prices. Wheat is a world commodity and is subject to crop conditions in all important producing countries and the export demand. It is the most important of all agricultural commodities. The price and supply of wheat has swayed the destiny of empires all through history. The children of Israel were coaxed into slavery in Egypt by the cheap price of wheat. It has played a great part in the lives of all nations. The so-called corn (wheat) laws of England were a bone of contention for a century. Great wars have always brought high prices and periods of depression, and panics have always been attended by large overproduction and low prices of wheat. The big cry of the producers during each of these depressed periods has always been for some artificial remedy to raise the price of wheat. The McNary-Haugen Bill is the most recent effort along this line but by no means the first.

The importance of price cannot be overestimated. Economists have always recognized this, but, aside from the fact that it depends upon supply and demand, little progress has been made during the centuries towards developing any scientific methods by which future price action could be determined with any degree of certainty. It is only during the last few years that certain principles of natural law have been developed whereby it is possible to follow a market scientifically and intelligently considerably more than 50 per cent of the time.

In 1914, I began a careful study of cash prices of wheat, corn, oats and rye covering the previous 35 years. I soon found that I was handicapped because no important grades of cash grain were quoted every day. This necessitated my resorting to the futures in order to build up a continuous price record. The close relationship between the cash and the nearby future soon became apparent. The spread between the two varies from time to time under the influence of current supplies, shipments, general quality, and other changing factors, but the general movements are very uniform.

The prices of the futures are constantly attempting to adjust themselves to the latest information and developments affecting supply and demand. In this respect they are similar to the stock market where prices are usually reflecting general business conditions from six months to one year in advance.

During my 15 years' research and study of the grain markets in general since continuous records are first available in England beginning in the year 1270, and particularly of the daily records of Chicago since 1877, I have found: First, that prices are making averages every day and that unfinished averages are important objective points, and second, that certain market movements recur time and time again which are usually followed by similar results. These laws of averages and recurrence are of vital importance and are secondary only to the time and distance elements, the working of which I will illustrate for you. These latter factors are possibly the most important of all, if not the foundation for the operation of all natural laws.

I have found that wheat makes its low price normally in the summer or fall and the high price during the winter or spring. The average and most usual duration of a seasonal advance or decline is about five months. These movements, however, range from four to eight months, but when markets run very considerably over five months the opposite movement is usually very drastic. An illustration of this is found in the market of 1924-25, when, after an advance of eight months, the decline was very rapid and two-thirds of the advance was lost in 60 days.



I have found also that wheat markets very rarely ever move "normally" for more than two years in succession, and that the third year is irregular in that its tops and bottoms are made at various times during the season. Since 1914, in every instance, after two years of normal action, this "off" third year would fail to make its highs and lows at the usual time. Movements would carry through in the same direction, thus making an advance or a decline of more than a year or about double the usual run.

(The above phenomena were completely illustrated by large graphs showing actual markets.)

The corn market makes its high and low prices almost the opposite of wheat, and yet the two markets apparently move together. The low price of corn is usually made in the fall or winter and the high price in the summer. Unlike wheat, however, this regularity cannot be depended upon for two successive years. The position of the market in the summer months in relation to its position the previous fall, together with its recent action always gives a strong indication as to whether the usual seasonal decline will follow or whether the upward movement will continue into the next year.

This corn action was also illustrated with a graph of Chicago cash corn No. 3 Mixed. The prices of the cash and futures were compared on the graphs. Some grades of cash grain fail to make their averages and distances, while others overrun. The futures are usually the more accurate as they carry the heavy volume of trading.

Illustrations were here shown of the peculiar formation that both the cash and futures always make with their daily price ranges immediately preceding advances or declines. It was pointed out that only five distinct types of these top and bottom formations have ever been made since daily records have been available. Also that stocks, bonds, cotton, sugar and other speculative commodities have always made one or the other of these five formations before an advance or a decline of consequence. It was further pointed out that wheat prices nearly always advance during April or May, but that such advances have held through the season only four times in the last 50 years.

Commenting upon the present corn market, it was pointed out that since this market has been in a major decline for nearly two years and having just completed a satisfactory bottom formation, it should work upward until the middle of the summer at least. . . .

In conclusion Mr. Miller said:

It has not been my intention in the presentation of this work to interest you in speculation but rather to acquaint you with a few of the important principles relating to the study of the great subject of price which should enable you to better conduct your business since it involves speculative markets. I have tried to show that the price of grain, in fact the price of everything which varies in value, is governed absolutely by natural laws. I have also tried to show that time, distance, averages and recurrences are the principal factors in all market movements, and that a serious study of these factors will enable any one to determine for himself the probable price movements of the future.

The forecasting of future events by past history and observation is probably the oldest principle in the world's business development. In your business you are using principles and methods every day that experience and history have taught you are necessary for the conduct of any successful business undertaking.

If the rise and fall of a private business or the trend of business in general can be determined by past experience, performance and records, then it certainly is not unreasonable to anticipate to a reasonable degree of accuracy the rise and fall of markets since business and markets are so closely interdependent.

The next address on the program was that of J. A. Schmitz, weighmaster of the Chicago Board of Trade. His topic was "Weights."

#### J. A. SCHMITZ'S ADDRESS

IT IS a pleasure for me to discuss the subject of "Weights" with you, who have always heartily co-operated with the Chicago Board of Trade Weighing Department, in its efforts to improve weighing practices, and grain handling, weighing, and grain transporting facilities. My first attendance at a meeting of the Illinois Grain Dealers Association dates back more than 25 years. And grain weighing supervision at that time, as many of you know, had not reached the degree of completeness that characterizes the supervision of today.

Gradually, this weighing supervision has been extended to include services probably not contemplated when the department was originally organized. Such enlargements of the service have been the logical and natural result of progress and the confidence of the grain trade in the efficiency of the Chicago Board of Trade's weighing supervision. Therefore, as conditions and incidents have indicated a need for changes, improvements and extensions, additions to the service of the Weighing Department have been called for and have been provided accordingly. Much of these enlargements of the Department's supervision have been

influenced by the attitude and hearty co-operation of the Illinois and other grain dealers' organizations vitally interested in effective protection for grain in transit, and grain being handled for final settlement between shipper, carrier, and terminal purchaser.

Because of the close co-operation on the part of your Association with our department, and owing to the contact the department has maintained with you through the dissemination of weighing information, gathered through its every day field experiences, there is little I can tell you about the details of our service and supervision with which you are not already familiar. Therefore, I shall endeavor to interest you with a few brief incidents, more or less representative, of our daily experiences.

My first incident will relate to complete weighing and loading records and their relation to correct weights and the substantiation thereof.

Two cars of corn were accidentally mixed in the process of unloading. The total weight of the two loads at Chicago was 168,680 pounds. On the other hand, the combined weight of these two loads as reported by the two shippers of the grain was only 162,460 pounds, or 6,220 pounds less than we weighed out of the two cars. In order to be able to credit equitably each shipper with his rightful portion of this 6,220 pounds excess, we secured the detailed records of weighing and loading from each one of them. An analysis of their records in both cases showed such incomplete details of weighing and loading that it was necessary to make settlement for this excess of 6,220 pounds on the basis of an equal division thereof. Yet none of us could possibly determine definitely just what portion of this 6,220 pounds surplus each shipper was entitled to. Perhaps one shipper should have had all of it, although both were



J. A. SCHMITZ

satisfied to get over 3,000 pounds apiece more than their records called for. I am reminded of an advertisement of a certain camera which reads: "Your kids will grow up, but your snapshots won't." To paraphrase, let me say: "Your record of weights carefully made will not change, but your memory may."

My next incident relates to a bulkhead car of corn and wheat that also concerns the making of adequate records.

The corn which comprised the major portion of this bulkhead car was sold to be unloaded at one elevator, and the wheat at another elevator. But while unloading the corn it was discovered that a break in the bulkhead had caused a serious mixture of the wheat with the corn. In consequence, both the corn and the wheat were unloaded at the first elevator. While we had the combined weight of the entire load of corn and wheat, yet because of the broken bulkhead and resultant mixture we did not know the individual weights of each kind of grain. The shipper's records showed 304 bushels of wheat and 1020 bushels of corn, making a total of 75,360 pounds. On the other hand, our track scale weight, which was verified by a recording beam and which was also approximately checked by an estimate based on the size of the box and depth of the grain in the car, was 60,620 pounds, or 14,740 pounds less than the shippers records called for. However, inquiry developed the fact that the shipper had not weighed the corn or the wheat as loaded but had depended upon his in-store records made as the grain was received from day to day. And, I am expected to settle this matter satisfactorily to everybody concerned.

I will next tell you about a case, the settlement of which was recently effected. Two heavily loaded cars of grain were wrecked enroute to Chicago. The bulk of the grain from these two cars was transferred into two other cars which were then forwarded to Chicago. We knew nothing of this wreck and resultant transfer

other than suggested by the X numbers given us. Now the shipper of one of the cars had weighed the grain while the other shipper had only a vague idea as to the quantity he had loaded in the original car; and he appealed to us to help him determine the amount of his loss, if any, on account of this wreck. This is how I got into the picture. First we learned the place the wreck occurred which we personally visited. Our investigation there disclosed that after the wreck, the railroad had cleaned up 39,000 pounds of grain mixed with cinders which was sold to a local dealer. Next, we developed that the loss of the shipper who had weighed his grain was 14,000 pounds. Deducting this 14,000 pounds from the 39,000 pounds sold locally left 25,000 pounds for the shipper who had only a vague idea of what he had loaded. There being no other possible basis for a claim, this information was used by the shipper of the "unweighed" car in filing his claim for his loss.

These incidents, and many others I could relate, emphasized the value of adequate weighing facilities, plus complete records of everything done in connection with the weighing and loading of grain into cars.

President Koch then called for the report of the Resolutions Committee, and Chairman Fred Horner responded by reading the following resolutions, which were then unanimously adopted by the convention:

#### REPORT OF THE RESOLUTIONS COMMITTEE

IN recent years there have been many attacks upon and much criticism of the grain business and present marketing system. These attacks have been largely instigated by agitators and politicians seeking the farmer vote and have endangered the best interests of the farmer. We appreciate the necessity of bringing agriculture to a parity with other industries and pledge our support to sound and economic methods, but we condemn the pernicious and unsound legislative plans, as represented by the McNary-Haugen Bill, wisely vetoed by President Coolidge, and we urge united action on the part of all branches of the grain trade and allied interests in order that the producer and consumer may retain the benefits of the present marketing system.

We appreciate the great direct benefit which will come to the farmer from low cost water transportation to the Atlantic via the great lakes, and St. Lawrence River and to the Gulf via the rivers and we urge Congress to pass necessary legislation and appropriations to develop the greatest possibilities in these waterways.

The Illinois Grain Dealers Association is steadfast in its opposition to all extensions of Governmental activities into business affairs and it believes that our present system of grain inspection, licensed and supervised by the Federal authorities is now progressing to as near perfection as can reasonably be expected from a science which, at best, will never be an exact one, and we believe that Federal inspection is not warranted unless a far better prospect of improvement over the present system can be shown than is apparent at this time.

The Illinois Grain Dealers Association is now and has always been anxious to further every plan which promised any betterment of the condition of its farmer patrons and it believes that at this time no more simple or effective relief can be afforded than to place such a tariff upon the importation of black strap molasses as would completely remove this commodity from competition with corn in the manufacture of industrial alcohol.

We have been entertained and instructed by our speakers and we sincerely thank them for the important part they have had in the convention program. We appreciate the information given by Frank Delaney, in regard to the Chicago Board of Trade and we commend that exchange for its recent action, punishing those guilty of violating its rules, and its continued efforts for improving the present marketing machinery for the benefit of the entire grain trade.

We wish to express our thanks and appreciation to the City of Peoria, and the Peoria Board of Trade, who, during this convention, have surrounded us with such gracious hospitality and again burdened us with a further debt of gratitude.

Next, the report of the Nominating Committee was requested; and the chairman presented a report recommending the re-election of the present officers of the Association for another year, i.e.: President, A. C. Koch, Breese; first vice-president, L. A. Tripp, Assumption; second vice-president, H. R. Meents, Clifton; and treasurer, M. J. Porterfield, Murdock.

The following directors were named in the report: B. P. Hill, Freeport; E. M. Wayne, Delavan; O. H. Collins, Tuscola; N. Hubbard, Mount Pulaski, and L. B. Walton, Mayview. These (with the directors who hold over—H. M. Dewey, Camp Grove; F. G. Horner, Evanston; Thomas Ogden, Champagne; L. W. Railsback, Weldon; F. S. Ware, Butler) constitute the new Board of Directors, all having been unanimously elected at the same time the officers were re-elected.

There being no further business, the convention then adjourned *sine die*.



# HAY, STRAW AND FEED

## POULTRY EXPERT WITH CHICAGO FIRM

A valuable addition has been made to the staff of the Hales & Hunter Company, feed dealers and commission merchants on the Chicago Board of Trade. Charles Laros is now associated with this company. He is a noted poultry expert and was formerly connected with Professor Lapp of the Research Department of the United States Poultry & Egg Association.

## X-RAY HAY FOR LIQUOR

Los Angeles hay dealers were swept into prominence by Pacific Coast newspapers last week, when a hay dealer's truck was caught in the act of transporting 25 cases of whiskey disguised with a dozen or so innocent looking bales of hay. George Contreras, chief of the Los Angeles, Calif., district attorney's investigators, personally superintended the seizure and search of the contraband hay truck.

The driver of the motor truck was arrested under provisions of the Volstead Act, but so far has implicated no member of the hay trade.

## INSTALLATION, COST AND OPERATION OF A FEED MILL

By A. H. STOLTE\*

Before taking active steps in installing a feed mill, ascertain the demand for grinding in your locality and estimate the volume of grain you will be given to grind. Then ascertain the operating costs to learn whether it will be a profitable venture.

We enjoyed unusual advantages in starting. A nearby flour mill had been doing custom grinding in connection with its manufacture of flour for some years. Wishing to discontinue feed grinding and confine its attention strictly to flour milling, it asked us to put in a feed mill so it could close that department. This gave us a trade already educated to custom grinding.

Our feed and salt retail business had grown to where it was necessary to construct a new feed warehouse and use the old one exclusively for salt. Accordingly we built a 44x28 foot storehouse and built the feed mill in a 16x28 feet space at one end. This was equipped with six bins holding 125 bushels each. The machinery installed consisted of a 22-inch attrition mill operated by two electric motors of 20-horsepower each.

A spout was run from the cupola of the elevator to spout the patron's dumped grain direct to the feed mill. The feed mill was equipped with two legs, one running to the scalper where sticks, stones, dirt, old iron and other foreign matter could be removed, a second to elevate the finished product directly into the patron's wagon or truck. These legs were operated by a five-horsepower motor.

At first our directors thought a charge of 10 cents on coarse grinding or 12 cents on fine might be enough. But the farmers would take advantage of the 10 cent rate, then ask that the grain be ground a little finer and it was hard to draw the line between fine and coarse. So we changed to a flat rate of 12 cents per hundred pounds.

Our building and machinery cost us \$4,600. During the past season our gross profit was \$3,485. Power cost us \$1,074, labor \$600 and miscellaneous \$50. This gave us a net profit of approximately 50 per cent on the 2,904,750 pounds we ground.

Our costs on operation are made low because our patrons are trained to bring their grain for grinding in the morning. After we have started the mill we are able to run straight through without costly stops and starts. We found it cost us 5 cents every time we started the motor. Labor costs

are cut because after our man is through with the day's run he is released for other duties about the elevator.

Our custom grinding business has given us a marked increase in volume of oil meal sales. But it has caused a sharp decline in our sales of bran and other millfeeds.

## SERVICE PLUS

By GLEN PIERCE

The Newmark Grain Company has offices at Los Angeles, Calif., from which it conducts a prosperous business. One might think that this would be enough. But not the Newmark company. It recognized early in its existence that the ability to meet the demands of its customers promptly is the dynamo which creates bigger business. So because it deals in products which are of particular interest to the dairying business, this enterprising firm took its business to the dairy farmers and located warehouses in one of the richest valleys of the entire state of California. The valley is known widely for its fertility, water and climate. Some of the largest dairying enterprises in the state are located there and their products have a ready market in Los Angeles and nearby towns. Today the grain company has warehouses at San Fernando, Van Nuys, Lankershim, Burbank, Pacoima,

light, there being an excellent local demand for high grade Alfalfa suitable for dairy trade but the lower grades are very dull.

Prairie hay market steady on No 1 only, off grades are slow.

## FEED MARKET HIGHER

Feedstuffs prices averaged slightly higher for the week ending May 4, with offerings hardly equal to immediate needs, according to the weekly feed market review of the United States Department of Agriculture. Higher prices for corn and oats tended towards strength in feedstuffs markets while backward pastures in the Northeast helped to increase the demand from that section. Flood conditions in the South have also destroyed some cottonseed and cottonseed meal. Most of the demand for feeds was again for shipment at once.

Wheat feeds quotations were practically unchanged for shipment at once. The most urgent inquiry continued to be for feed on hand and in transit but a fair demand also developed for shipment on through the month of May. Spot and transit offerings at Buffalo were commanding a premium of \$1 to \$1.50 for bran but middlings were less urgently wanted at that market. Bran and middlings were firm to higher at Chicago and Cincinnati and bran on hand commanded a prem-



WAREHOUSE OF THE NEWMARK GRAIN COMPANY, SAN FERNANDO, CALIF.

Chatsworth, Owensmouth and other places making very prompt delivery a possibility and a pleasure. The warehouse shown in the accompanying illustration is Warehouse No. 1 located at San Fernando, which is 24 miles north of Los Angeles. The fact that the company has both steam and electric lines available for handling its freight reduces the freight handling costs to a minimum.

The Newmark Grain Company was organized some years ago and handles mill feed, rolled barley, beans, grain, poultry supplies, seed grain, bags and twine. It has proved that adequate facilities plus prompt service make good business.

## HAY MARKET STEADY

In its letter of May 10, the Martin Grain Company of St. Louis, Mo., said:

The Timothy hay market is ruling steady with a very good local demand for the better grades but the lower grades are dull and very slow. The local trade requiring the better grades and as yet the shipping demand has not developed to any extent.

Light Clover Mixed hay in scant offering with a good local demand for No. 1 and a fair demand for No. 2. The lower grades are dull. Heavy Clover mixed hay steady, offerings are light and demand fair. Pure Clover hay firm being in scant offering with a good demand.

Alfalfa situation unchanged. Offerings continue

ium at Milwaukee. Wheatfeeds were hard to secure at Minneapolis, where demand was more active for mixed cars. Mills at Omaha were catching up on contracts and buyers at Kansas City were becoming more cautious but mills at the latter market were well sold ahead for the first half of May, while interior Kansas mills were enjoying a good mixed car trade. California demand was less active in the Southwest but demand became more active in Texas. Some sales at Kansas City for June shipment were reported at about \$3 under spot quotations.

Production of offal for March is estimated at 385,000 tons compared with 380,000 and 320,000 tons one and two years ago. The output of these feeds July-March is placed at 3,709,000 tons this season against 3,754,000 tons a year ago and 3,900,000 tons two years ago.

Cottonseed meal prices ruled firm because of probable flood damage and more active export inquiry. Trade opinion was that in many cases dealers were anticipating requirements. Exporters were buying on the best basis of the season and domestic inquiry was fairly good although dealers stocks were fairly heavy in several sections. Minnesota and Wisconsin continued to take fair amounts of western meal.

Linseed meal was steady to higher. The limited offerings at Buffalo met a good demand and prices

\*Address delivered by Mr. Stolte before a meeting of the Minnesota Farmers Elevator Association.



were practically unchanged at Chicago. Scattered new business was reported at Minneapolis where quotations held steady and mills claimed to have shipping directions enough to absorb the next 10 days output.

Gluten feed was hard to secure. Buffalo mills were out of the market for May and June and resellers were offering very limited amounts. Manufacturers at Chicago were offering only for July shipment. Hominy feed made a material advance largely in sympathy with higher prices for corn. Offerings were scarce at Philadelphia while Buffalo mills were out of the market and offerings there were limited to occasional cars from resellers. Prices advanced at Cincinnati and mills at Chicago had sold their output for the next two weeks. Tankage prices declined \$5. Demand seemed fairly active at the lower basis, particularly in Missouri River markets. Stocks of tankage are reported as moderate. Alfalfa meal prices made a slight advance. Inquiry was centered upon the green meal which was in limited supply. Other grades were firm in sympathy.

### NEW KANSAS CITY HAY INSPECTOR

W. H. Binkley of Jacksonville, Fla., is now connected with the Kansas City, Mo., office of the Hay, Feed and Seed Division of the Department of Agriculture. He will act as Federal hay inspector and do laboratory work. Mr. Binkley is not new in the work, having been in the Federal service for a number of years. In Jacksonville he was chief grain inspector.

### HAY FOR DRY AREAS

In the dry-farming regions of northern Nebraska and the western part of the Dakotas the production of sufficient forage is a problem of considerable magnitude. To determine the best ways of handling the native vegetation and the extent to which cultivated forages may be used, studies have been conducted at the field experiment station at Redfield, S. D., over a period of years.

Under conditions of extreme drought, cultivated crops can seldom be economically substituted for native vegetation, and the utilization of such lands for grazing and the cutting of wild hay is most generally advisable. Greater forage production on the better lands may be effected by growing certain cultivated legumes, grasses, and roots. Alfalfa and Sweet Clover are the two most common and generally adapted legumes. Alfalfa and the perennial grasses are suited to long rotations. Clovers grown in the region are for the most part biennials and are generally sown with nurse crops. Adapted strains of field peas, soybeans, corn, sorghums, sunflowers, millet, Sudan grass, and other cultivated forages are available where such crops have a distinct sphere of usefulness.

### GRAIN CO-OPS LEAD ALL OTHER FARM ASSOCIATIONS IN BUYING VOLUME

Co-operative buying of branded feeds and many other products, as well as the co-operative selling of grain and miscellaneous farm produce, now is included in the activities of 50 per cent of the farmers' business associations in the United States. Co-operative purchasing was reported for nearly 5,400 such organizations last year, according to an announcement of the United States Department of Agriculture. By commodity groups, the percentage of associations reporting co-operative buying were as follows: Grain associations, 86 per cent; fruits and vegetables, 58 per cent; forage crops, 50 per cent; poultry and eggs, 39 per cent, etc.

Sixty-two per cent of all the associations bought feeds; 47 per cent, coal and other fuel; 30 per cent, containers; 20 per cent, seeds; 19 per cent, fertilizer; 15 per cent, building materials; 13 per cent, fencing material; 11 per cent, implements and machinery; 7 per cent, hardware; 5 per cent, spray materials; and 30 per cent, handled miscellaneous commodities.

Purchasing activities are not confined to the co-operatives of any particular section of the

country. The largest percentage of co-operatives engaged in purchasing, however, is found in Maryland, New Jersey, Kansas, Ohio, Nebraska, Pennsylvania, and North Dakota. More than 60 per cent of the associations in these states purchase supplies for their members.

The associations in New England and the Middle Atlantic States bought largely feeds and fertilizers, and the associations in the South Atlantic States, fertilizers and seeds. Those in the North Central States bought feeds and fuel largely, and those in the Pacific Coast States containers, including barrels, baskets, bags, crates and fruit packages.

### WELL KNOWN FEED MAN DIES

E. W. Elmore is dead and with his passing the feed industry has lost a friend and a leader. Mr. Elmore was associated with the Elmore Milling Company of Oneonta, N. Y., and for two terms (1924-6) served as president of the American Feed Manufacturers Association. He was formerly president of the New York State Feed Manufacturers Association and vice-president of the United States



THE LATE E. W. ELMORE

Feed Distributors Association and has always taken an active part in the development of the feed milling industry in this country.

Before he succeeded his father in the milling business at Oneonta, Mr. Elmore was on the Chicago Board of Trade as head of the Durant & Elmore Company. He operated a grain elevator then also.

Heart trouble was the cause of his sudden death. Mr. Elmore had just returned from a trip to California and was apparently in good health, although he had been experiencing trouble with his heart for some time.

### FEEDS STRONG IN NEW YORK

By C. K. TRAFTON

Although there has been little if any increase in the volume of business in feeds during the past month, a decidedly firmer feeling has developed. Although it was reported last month that large Buffalo producers had resumed offering for prompt shipment, this evidently did not mean much as far as relieving the somewhat tight spot situation was concerned. The majority have not been shipping as promptly as expected. Some of them are still offering for so-called prompt shipment, but they will not guarantee to ship inside of 20 days and others have withdrawn offers entirely. The small stocks of local jobbers have been further reduced and they are holding firmly. Buyers on the other hand, persistently hope that prices will be lower as the season progresses and therefore they show no inclination to commit themselves to contracts for future shipments. There is a difference of about 50 cents between quotations for spot or

nearby feeds and prices named for straight May or later shipments, nearby or prompt standard middlings being quoted at \$37, and all-May at \$36.50; while prompt bran is held at \$36.60 and May shipment at \$36.10; with Red Dog at \$45.10 and \$44.60 respectively. Corn goods have also advanced owing to scarcity, though there has been no material improvement in demand. White hominy is now quoted at \$35.25 for prompt shipment, while Yellow has again gone to a discount, being quoted at \$34.75 for prompt shipment. Oil feeds have been inactive but firm with cottonseed quoted at \$39.90 and linseed 32 per cent at \$50.55, 34 per cent at \$52.55.

### ST. LOUIS HAY NEWS

The Toberman Grain Company of St. Louis, Mo., on May 9 said:

Arrivals of hay continue to be light. Market remains steady for all good grades of Timothy and Light Clover Mixed hay, but all medium grades hard to place, even at lower prices.

Clover arrivals are light. Choice grades in fair demand, but lower grades neglected and hard to sell.

In Alfalfa there are small receipts. The market is steady on all good qualities, but medium grades are slow.

Choice Kansas Upland Prairie hay selling to advantage, but the Oklahoma hay still slow sale, No. 2 grades especially, even at low figures.

### RECENT JAY BEE SALES

J. B. Sedberry, Inc., of Utica, N. Y., reports the following sales of its Jay Bee Mill:

Peoples Co-operative Store, Wolcott, Ind., one No. 3 S Direct Connected; Lewis Yearling, Grover Hill, Ohio, one No. 3 S Direct Connected; Farmers Grain Company, Doran, Ill., one No. 3 S Direct Connected; John S. Brown Sons, New Castle, Pa., one No. 2 S Direct Connected; Globe Milling Company, Watertown, Wis., one No. 1 T with Fan; Thomas Milling Company, Markle, Ind., one No. 2 T with Fan; Oscar Loy & Sons, Fairmount, Ind., one No. 2 T with Fan; B. G. Warner, Benton Ridge, Ohio, one No. 3 S Direct Connected; Wagoner Mercantile Company, Wagoner, Okla., one No. 4 M with Fan; Union Star Elevator Company, Union Star, Mo., one No. 2 Humdinger; Farmers Incorporated Co-operative Society, Sheffield, Iowa, one No. 3 S Direct Connected; Farmers Co-operative Association, Cumberland, Iowa, one No. 3 T with Fan; G. V. Nash, Marble Rock, Iowa, one No. 3 S Direct Connected; Harris Grain Company, Pendleton, Ind., one No. 3 T with Fan; Nye, Jenks Grain Company, Omaha, Neb., one No. 2 Humdinger; Mauser Mill Company, Treichlers, Pa., one No. 2 Junior with Fan; Woodburn Milling Company, Woodburn, Ore., one No. 2 T with Fan; Farmers Co-operative Grain & Livestock Company, Boone, Iowa, one No. 4 T with Fan; Farmers Elevator Company, Harcourt, Iowa, one No. 3 T with Fan; B. Rosenkrans, Paw Paw, Ill., one No. 2 S Direct Connected; Roberts & Myers, Osco, Ill., one No. 3 S Direct Connected; Beacon Milling Company, Cayuga, N. Y., one No. 3 Junior with Fan; Vale Grain Company, Vale, Ore., one No. 2 T with Fan; Wolfe Grain Company, Shipshewana, Ind., one No. 3 S Direct Connected; Wolfe Bros., Athens, Mich., one No. 2 S Direct Connected; Vassar Produce Company, Parma, Idaho, one No. 3 T with Fan; Graham Milling Company, Graham, N. C., one No. 2 Humdinger Direct Connected; Amos Brubacker & Sons, Ohio City, Ohio, one No. 2 S Direct Connected; Clint Phlum, Osgood, Ind., one No. 2 S Direct Connected; Farmers Grain & Seed Company, Grelton, Ohio, one No. 3 S Direct Connected; M. C. Deitz & Son, Mechanicsburg, Pa., one No. 2 S Direct Connected; Osborn Hay Company, Oshkosh, Wis., one No. 3 S Direct Connected; A. Moseley & Bros., Quanah, Texas, one No. 2 Humdinger; N. E. Burke, Riceville, Iowa, one No. 3 T with Fan; Donald Sales & Manufacturing Company, Milwaukee, Wis., one No. 2 S Direct Connected; Farmers Co-operative Elevator Company, Havelock, Iowa, one No. 4 T with Fan; Mont Jay Stock Farm, Dane, Wis., one No. 3 S Direct Connected; Home Milling Company, Sullivan, Ill., one No. 2 T with Fan; B. Bailey, Andrews, Ind., one No. 3 S Direct Connected.

Operations have been stopped in the J. N. West Feed Store at Grand Island, Neb., and the equipment sold. Ill health caused Mr. West who has been in the feed, hay, and grain business there since 1894, to retire.

The Feed Marketing Company of which F. H. Deibel was president at South St. Louis, Mo., is to be dissolved. The company's property consisting of elevator and mill burned in September 1926. Mr. Deibel is now affiliated with the Dixie Mills Company of East St. Louis, Ill.



# ASSOCIATIONS

## WESTERN DEALERS IN MASS MEETING AT DES MOINES

People who have come to believe during the last few years that Iowa is a synonym for depression, might have received a liberal education to the contrary had they been in Des Moines, Iowa, April 27 and 28, to catch the spirit of enthusiasm which evidenced itself at the twenty-seventh annual convention of the Western Grain Dealers Association.

Grain dealers from every corner of the state, and dealers, brokers, and terminal marketers from each adjoining state brought the attendance to around 200. The interest kept up well, and on the final night, 150 were seated at the banquet tables.

Clifford C. Belz, Conrad, Iowa, was forced to set a bad example for Calvin Coolidge, as the members unanimously insisted upon his acceptance of a third term as president. Re-election of O. B. Moorhouse, Glidden, Iowa, as vice-president was also effected, and D. O. Milligan continued in his duties as secretary. The new directors are Earl Galbraith, Newell, Iowa, and J. C. Smith, Grundy Center, Iowa.

The speakers assembled for the occasion, who had proved to be great drawing cards, did not disappoint. C. D. Sturtevant, of Omaha, Neb., president of the Grain Dealers National Association, prefaced his speech by defending those individuals of the Armour Grain Company against whom serious charges had been brought, but not proved. He also had a good word to say for the Chicago Board of Trade. Frank G. Smith, of the United States Grain Supervision office, Chicago, Ill., supplemented his talk with moving picture films. The texts of all addresses are to be found in order in the following pages.

H. W. Seaman, of Clinton, Iowa, and Chicago, Ill., urged the dealers to support the proposed Federal project for the erection of Government elevators at river crossing points. His known experience as a director of the Inland Waterway Corporation, as ex-president of the American Mining Congress, and his close association with Iowa's banking and industrial life, lent force to his views on transportation problems. Endorsement of his plan is scheduled to come up for consideration at the next meeting of the association.

C. W. Pitts, attorney who has defended the grain dealer side of the well known Folger case, which is now pending a rehearing before the Iowa Supreme Court, made available up-to-date developments on that subject.

Last and longest on the program was the after-banquet speech of Captain O'Hay, of the United States Army, retired, who made a score of listeners miss their trains while he held interest taut for an hour and a half. Saying that he did not wish to carry coals to Newcastle by talking grain to grain dealers, he launched into an outline of war histories in which he had been connected in many capacities from private to general. He told about one Mexican war, for which he had been made a general, and which, owing to the impressive bark of an enemy gatling gun, lasted only 20 minutes. "Now how can you talk about depression, the low price of corn, and slow business?" asked O'Hay. "Think of being a general and having the war last only 20 minutes."

The convention was first addressed by Joel Tuttle, Des Moines Chamber of Commerce secretary, who reminded the grain dealers that Iowa consumed over 22 million dollars' worth of industrialized agricultural products annually, and that the city recognized the important role which grain men played in handling the raw materials for corn prod-

ucts and other industries. Mr. Tuttle was followed by President Belz.

### THE PRESIDENT'S ADDRESS

This is the seventeenth annual meeting of our Association at which I have been privileged to be present. This is the fifth time I have attended such a session in the splendid city of Des Moines, and each time I have found our capital city ideal for the occasion. This is the second time I have appeared before you with an annual message, and I propose to depart somewhat, with your permission, from the routine usually followed by such reports and substitute instead a brief discussion of some of the problems that confront our business existence, with possibly a little story thrown in here and there to add spice to the argument.

Any grain man who has actually worked around his elevator cooping cars and waiting for the train crews to send up some empties, will appreciate this story of the young lady not familiar with the switching language of railroad men. She happened to be walking near a depot where a freight train was being made up. One of the brakemen shouted—"Jump on



CLIFFORD C. BELZ, RE-ELECTED PRESIDENT

her when she comes by, run her down by the elevator, and cut her in two, and bring the head end up by the depot!" The young lady fainted and fell into the arms of the conductor.

Business and trade conditions the past year have been below normal and the grain trade in general has operated under the added handicap of short crops and poor quality. In addition, the constant menace of unfavorable legislation has tended to distort our optimism in the ultimate destiny of our own business, and has generated an uncertainty that was very discouraging. However, we are proud of the fact that the trade in general stuck by the ship and still carries on in anticipation of better times.

As we said before, we are proud of the business in which we are engaged and the trade ethics under which it is conducted. No business in the world is consummated under such small margins of profit and where the question of personal honor so often is the only contract.

The past year has been a progressive one in Association matters. The state has been divided into nine zones and a director elected from each one. Our secretary has held quite a number of local meetings throughout the state, besides making a large number of personal calls. Interest in Association affairs has

been revived and appreciably stimulated as evidenced by the splendid number in attendance at this annual meeting.

Much dissatisfaction and annoyance and, in some instances, considerable financial loss to the country shipper has arisen the past year caused largely by the difference in grading corn at inland receiving points and the various terminal markets. We appreciate that this confusion has arisen primarily from the "human element" that enters into the ultimate determination of the "damage" content of a sample, and is a question of judgment on the part of the individual conducting the test rather than a mechanical process.

Yet we must admit that a difference of one grade resulted in a discount of at least two cents per bushel during the big run of old corn last fall, and resulted in a loss to the shipper which he could not afford. This disparity in grades between various terminal markets has been brought very forcibly to the attention of the Federal Supervisor of Inspectors at Chicago, and we trust the matter will be adjusted in the Inspection Department itself so that the same injustice will not be repeated on this crop. As an association of grain handlers we must insist, however, that any one identical sample of corn will be graded the same irrespective of the market to which it may be consigned.

A vital problem confronting the territory represented by the majority of the members of the Western Grain Dealers Association is the control and ultimate eradication of the European Corn Borer. We are absolutely positive that very few of the real dirt farmers in the regions likely to be infested with this pest realize as yet how vital and how deadly this awful menace may become. Should it gain a foothold here in the great Middle West it would simply paralyze our agricultural prosperity and undermine all commerce in general. And it is strictly up to each of you grain men present to appoint yourself a committee of one to boost and assist in disseminating any information upon this subject that will hasten its speedy and complete extermination. Our Association should endorse any and all appropriations by state or Federal Government for promoting this work.

Free storage of grain for the producer is a relic of the past and should be discontinued by the grain trade. Even where a fee is charged for this service it is not proving satisfactory or profitable, and is slowly but surely being discarded by the better well-posted operators. Mr. Folger's experience is an example to which this practice may lead.

The popularity of the county agent is fast waning in Iowa. We understand that citizens of Crawford and Marshall Counties have both sent separate petitions to the state legislature urging the repeal of the law that created the office and provides for most of the funds for its maintenance. Too many of these county agents are applying themselves in wrecking commerce rather than helping agriculture and are bringing down upon their own heads the wrath of the class which they were intended to help. They are not an asset to the agricultural prosperity of our state, the office should be abolished, and the expense contingent thereto eliminated for the benefit of the taxpayer.

Every elevator operator should interest himself in the question of profitable side lines for his business. The country grain business, due principally to increased livestock feeding on the farm, is rapidly approaching, if it has not already reached, the point where it must take on added lines to prosper in a way that the necessary overhead investment demands.

Operating a feed grinder is one of the most profitable side lines directly related thereto, and whenever and wherever possible can profitably be installed in connection with the elevator plant. Usually the grinder can be operated by the regular elevator man at no great additional outlay for labor on the part of the owner, and nets a nice sum at the end of the year.

Other side lines are mill-feeds, grass seeds, salt and coal, but will not be discussed at length here, and are only mentioned as a subject for your consideration.

In conclusion, we wish to briefly outline our policy at this time. We are strictly opposed to any further Governmental interference in business. We object to higher taxation, increased railroad rates, excessive speculation, price fixing, or Government paternalism. But we do stand shoulder to shoulder for the farmer in his fight for better and more equal conditions. We are Americans first, last, and always, and pin our faith in the ultimate triumph for equality and prosperity in the grand old U. S. A.

N. S. Beale, Tama, Iowa, headed the Resolutions Committee appointed by President Belz. H. W. Talbott, Osceola, Iowa, and M. E. De Wolf, Spencer, Iowa, were the other members. After Secretary D. O. Milligan's report, printed below, was heard, two other committees were appointed. O. A. Talbott, E. H. Tredeman, and E. W. Miller formed the Nominations Committee; A. D. Hayes, George French, and George Moulton formed the Auditing Committee.

### THE SECRETARY'S REPORT

During the past year the Association has had to put a great deal of effort forth in the protection of property rights on account of the proposals of several disastrous bills in the state legislature. One particularly bad bill was the one under House File No. 434 by Representative Allen, wherein, in brief, it was proposed that warehouse district corporations be organ-



PART OF THE ATTENDANCE AT DES MOINES CONVENTION OF WESTERN GRAIN DEALERS ASSOCIATION, APRIL 27-28



ized for the storage and conservation of grain and seed products. Representative Allen is of Pocahontas County, and it would seem that a person living in that locality should realize that there are at the present time an overabundance of grain elevators and that any effort on the part of the state to organize and promote additional storage elevators would not only be foolish, but disastrous to the general public. This bill fortunately was not passed by the House and will not cause us any discomfort during the next few years.

Another bill originating in the House under the number of House File No. 298 was written by Representative Simmer. This bill was for the purpose of establishing a lien on grain by threshing machine and sheller operators whereby a lien was placed automatically with the completion of the said service, which was to be in effect for 20 days without filing and for six months after filing with the county recorder in the various counties. Unfortunately, this bill passed the House of Representatives, notwithstanding the effort that was put forth by the grain men and it was only through the efforts of some of our good friends in the Senate that this bill was kept in the Sifting Committee's hands until the close of the legislative period. This, of course, prevented its passage and places the matter so that it will not be brought up again until the next legislature.

Four arbitration cases have been decided and disposed of during the past year by our Arbitration Committee, composed of Mr. Lee Davis of Scranton, Iowa, Mr. Clark Brown of Nevada and Mr. J. D. Kent of Des Moines, Iowa. This committee has acted in complete harmony and the decisions rendered have been accepted by all parties concerned as being final without appealing to the National Association for review.

All meetings of the Midwest Advisory Board have been attended much to the benefit of the Association and the secretary, as it is a great aid in securing service from the railroads for the benefit of the grain interests. This Advisory Board is one of the finest methods of approach that we have for securing help from the various railroads and is an exceedingly expedient method of doing so. Heretofore when any industry had matters which required the attention of the railroads it was necessary to make individual trips to the heads of the various railroads in order to bring the matter to their attention. This was very laborious and painstaking and in many cases unsuccessful. Now, through the Midwest Advisory Board we are enabled to bring matters before all railroad representatives at one meeting, thus securing immediate and very fair decisions.

The membership of the Association is practically the same as last year. However, this is in numbers only. We had last year a number of members who were very delinquent in dues and who had apparently lost interest in the Association. The ones who were unable to pay or who did not care to pay, were dropped out and new blood was brought into the Association in the form of new members. We have found that there is a great deal more interest in the Association work now than formerly and the trade may expect fine results from the new interest which is being developed.

C. D. Sturtevant, president of the Grain Dealers National Association, was the first speaker of the afternoon session, April 27. His address:

#### LEGISLATIVE MATTERS AFFECTING THE GRAIN TRADE

Whenever a European Sovereign dies it is customary for the Lord High Chancellor, or some other dignitary of the court, to announce to the public "The King is dead—long live the King."

The president of the United States in his veto message announced that the McNary-Haugen Bill, third edition of 1927, was dead, and the grain trade may compliment itself on the fact that he incorporated in this message practically every major argument that we have advanced against the measure and its predecessors.

From recent rumblings in the press we may soon hear the announcement of "Long live the King" in the

We have saved the farmers billions of dollars by efficient methods. Like every other line of business endeavor, the present system has its faults; still it is the product of natural economic development. It continues to improve and develop and grow, and while doing so, it functions. It distributes the grain of the country at a lower cost per unit of production than is possible in the case of any other commodity, or than is possible in any other country—and that is super-efficiency.

We are, therefore, opposed to any form of legislation that will directly or indirectly break down this efficient system, and that proposes to substitute therefor a system that is frankly an experiment—the untried theories of impractical dreamers—an experiment that is based on false statements, incorrect theories and undigested statistics.

We are opposed to any law that seeks to eliminate trading in futures because we know it is the one big factor in our business that by providing a market where we can sell our grain at any time at current prices, permits us to merchandise at a low margin of profit; and we are opposed to any law that seeks to limit speculation, because, while speculation may be a bad thing for the individual speculator, he is performing a distinct function in our grain marketing machinery. His trades help to maintain a constant market and as he is usually a bull the net result of his speculation is to influence prices to higher levels and thus enhance the value of grain to the farmer. I believe that speculation has added billions of dollars to the value of farm products in the past generation.

We are opposed to any measure that is predicated on the statement that the farmer buys on a protected market and sells at world prices, because we know that wheat is protected by a 42-cent duty and that the domestic price reflects this protection, and because we know that corn is protected by a 15-cent duty, and that if it were not, Argentine corn would be imported to this country and depress domestic values.

We are opposed to legislation based on the statement that the farmers' dollar is only worth 80 cents because the statistical basis of this statement is unsound and unfair.

We think the argument that something must be done to stop the drift of the farming population to the cities is pure bunk. In the first place this has been going on for centuries and is the natural result of industrial development, and in the second place if farming is unprofitable, why not let the natural working of the law of supply and demand make it profitable by eliminating enough producers to reduce the surplus?

Finally, we are opposed to any shot-gun legislation that seeks by a single method to enhance the value of such diversified products as corn, and cotton, and wheat, and rice. The problem of wheat prices is essentially different from that of cotton. Cotton is largely produced near tide water, and rail transportation costs are a minor consideration. Wheat is produced in the interior, and freight rates are an important, and perhaps the most important factor in its value. A very large percentage of cotton is exported, and only a comparatively small part of our wheat. It is impossible to conceive that any single remedy could operate to advance prices of both commodities.

Conceding that there is a farm problem—that prices of farm products should be raised to a higher level as compared with the prices of all other commodities, and conceding that all lines of industry, other than agriculture, have successfully weathered the storm of post-war deflation, and that the problem before the country today is to bring agriculture back to parity—How is this to be accomplished? Shall we tax the public and subsidize the farm directly, or indirectly, by means of an export subsidy? Shall we reduce the tariff and thus theoretically reduce industry and labor to the level of agriculture? Shall we promote co-operative marketing on a national scale and thus theoretically only eliminate the middleman and his profits? Shall we organize the farmer so that he can hold back his products for higher prices? Shall we use any of these, or many other political remedies that have been proposed by the so-called farmers' friends, or

same thing but not to such a marked degree, and I believe the solution of the farm problem is in the economic field rather than in politics.

Lessons of interest to grain dealers, which might be drawn from the Folger court case, were outlined by Hon. C. W. Pitts, Alton, Iowa.

#### FOLGER CASE DEVELOPMENTS

The rights of an elevator are clearly defined when the contract it enters into is definite and certain. But when you depend upon an oral contract or a contract which must be implied from the general conduct of the business, its terms are apt to be modified by a lapse of memory, the loss of conscience or the general ravages of time. Of course, an oral contract or an implied contract is as effective as a written contract, when proven, but it is hard to prove.

The practice among elevators of accepting deliveries with the understanding that payment will be made at the market price on demand, with no obligation to return the grain so delivered and to treat grain so delivered as its own is not wholly dependent, as many think, upon the custom to so do, which is universally followed. Rather the custom has grown up because under the common law, it has always been their right



PRESIDENT BELZ AND PRESIDENT STURTEVANT

to do so and such right continued until changed by statutory enactment. Such changes have been made in many of the western states including Minnesota, North Dakota and South Dakota, but no such change has ever been made in Iowa and the common law rule is still followed here. What is that rule?

The grain business of the ordinary country elevator is divided into three heads. It is one of these:

1. A straight purchase under which the property right in the grain delivered passes to the elevator for which it pays an agreed price.

2. An "irregular deposit" or "loan for consumption" (called *mutuum* in the Roman law) under which the owner delivers grain to an elevator, to be returned in kind or paid for in money, at the option of the elevator. In such cases the property rights pass to the elevator and the relationship of debtor and creditor is established, similar to the relationship established when a man makes a deposit in a bank. The sole obligation of the elevator in such a case is to pay the market value of the grain delivered in accordance with his agreement or to deliver back a like amount of grain of the same grade and kind.

3. A "regular deposit" or "loan for use" (called *commodatum* in the Roman law), under which the specific property is to be returned. The property rights remain in the depositor and the elevator becomes a bailee and the depositor a bailor. An ordinary contract of storage would be so classified. The elevator is bound to bestow on such stored grain not merely ordinary, but the greatest care and is responsible for the slightest neglect of its own or its employees.

Little confusion arises over the operations of an elevator under the first heading which involves the bulk of the elevator business done in Iowa, but it is sometimes difficult to determine whether a particular transaction is an "irregular deposit," amounting to a sale, under the second heading, or a "regular deposit," amounting to a bailment, under the third heading.

Principles remain the same, but our courts under changing circumstances have found it necessary to invoke the "rule of reason" by which to construe obligations and thus escape the strict "letter of the law," and as new conditions arise new statutes are enacted which, within their jurisdiction, supplant the former law or the principles enunciated by the common law.

So as regards the rights of elevators. In Iowa some of their rights and obligations are governed by principles established by the common law, but most of the rights as warehousemen and all of their rights in issuing warehouse receipts are governed by a statute. In Minnesota, South Dakota and North Dakota and in many other western states, elevators are classed as public utilities and all of their rights and obligations are strictly defined by statute.

The common law rule, still in form in Iowa, with regard to the rights of an elevator when grain is delivered and not paid for, can thus be stated:

Where grain is received by a dealer, under a contract, either express or implied, to pay the person delivering it, the market price whenever he chooses to demand it and such grain is mixed with others of like quality in bins from which shipments are being made as the dealer desires, there being no understanding that the owner shall have the right to demand either his own or a like quantity of other grain in return, the dealer becoming the owner of the grain and liable to pay for it whenever called upon. It is an "irregular deposit" and the contract from the beginning furnishes the criterion by which the price is to be fixed.

But, when the owner retains the right from the beginning to elect whether he will demand



LEFT TO RIGHT: J. R. MURRELL, SR., IOWA FALLS; E. M. FRYE, BROKER, AMES; OSCAR KEMP, THE QUAKER OATS COMPANY, CEDAR RAPIDS, IOWA; FRANK B. BELL, MILWAUKEE, WIS.; GORDON HANNAH, POPE & ECKHARDT COMPANY, CHICAGO, ILL.

form of a new politico-legislative proposition for "farm relief." Senator McNary is reported to be preparing a new bill which may have the approval of the administration, and we may be sure that the Committee of 22 or 23, whichever it is, is continuing its pernicious activities with the financial support of presidential and other political aspirants.

Political agitation against the grain trade is a popular pastime with our legislators. We have been investigated, legislated against, and lambasted by the press, in the Halls of Congress, and by most state legislatures for more than a generation, but in spite of this opposition have developed the most efficient system of marketing farm products that the world has ever known.

We perform that most necessary function in the economic life of the country, the distribution of grain.

shall we apply to the agricultural problem the same methods that industry and the railroads used when confronted by hard times after the war? They have successfully deflated and have come back to a high degree of prosperity. Agriculture has successfully deflated and has come back—possibly not to such a high degree as other lines, and now we want to bring it to the top. Did industry demand a subsidy? Co-operative marketing? An equalization fee? Did they prosper by organizing to hold their products off of the market? Did they increase their profits by reducing their surplus? On the contrary, the progress of industry, labor, and the railroads is the direct result of the production of additional surplus—but at no additional cost. More products per machine—more profits for the employer—more products per man, and more wages for the man. Agriculture has done the



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the re-delivery of his property or other of like quality and grade, the contract will be construed to be one of bailment. It is a "regular deposit."

In other words, if the owner surrenders to the dealer the right of election, it will be construed a sale, with an option on the part of the dealer to pay either in money or property as stipulated.

In order to meet the exigencies of commerce, our court later, in *Sexton vs. Graham*, 53 Iowa, 181, modified the above rule somewhat. In that case the court recognized the impracticability of country elevators storing grain in separate bins and their practice to store grain of the same kind and grade in mass and to add to the mass and to take therefrom as necessities arose. And the court there held that holders of warehouse receipts were tenants in common of the common mass mingled in the elevator and that such interest in the grain in mass was equivalent to an interest in the "specific thing received" and did not destroy the bailment. That holding did not abrogate the common law rule as above stated and that common law rule was often a refuge for the farmer when a fire or a tornado occurred which injured grain delivered under contracts specified as "storage" but on which settlement was to be made by the elevator paying the market value on demand. Under such conditions deliverers were ready to admit that they knew the elevator was shipping their grain and handling it as their own and had a right to do so and on the principle stated, claimed the contract was a sale and that they were creditors and that they were entitled to the reasonable value of the property delivered and that the loss should fall on the elevator.

After discussing the right of an elevator to sell stored grain and citing the case of *Rahilly vs. Wilson*, Mr. Pitts referred to bonded warehouses and said that the question of whether or not the ordinary country elevator of limited capacity should enter into such business was for it to decide. He next referred to the Iowa statute providing for unbonded warehouses and said that because of the privileges thus afforded the farmer it was difficult to see why he should insist on an elevator accepting grain for storage and how it would benefit an elevator to accept deferred payment deliveries unless it could do so upon its own terms—that it may handle the grain delivered, as a bank handles its deposits.

He then called attention to the abrogation of this common law rule in a number of the states by means of specific statutes and spoke of elevators being classified in them as public utilities and as such being strictly regulated and supervised. He then discussed the license fees and the reports that must be regularly made as well as the rates for storage, after which he said that the Iowa elevators that had not voluntarily become bonded warehouses had a freedom of conduct that was denied to operators in Minnesota, North Dakota and South Dakota.

He said the Iowa elevators that had not become bonded warehouses could, if they wanted to, issue warehouse receipts or they could refuse and that they could decline to do so. He then warned the Iowa operators that this freedom must be jealously guarded as it would doubtless be restricted if it was abused. In conclusion he advised his listeners as follows:

If your customer insists on making delivery and desires to defer the date of payment to a date to be fixed by him, at which time he is to have the market price, you have a right if you so desire, to enter into such a contract with him, either orally or by writing and the transaction is a sale and you become indebted for such market price and can handle the grain as your own.

If the contract is written it cannot later be impeached but if it is oral, its terms can later be denied and a question of fact would then arise, for a jury to determine and the jury would probably be largely composed of farmers who rather enjoy getting the better of an elevator man.

To protect yourself against loss of memory or of conscience on the part of your customer, if you want the privilege without question, of handling all grain delivered to you, as your own, you can establish your contract by printing it on your scale tickets. Such ticket when accepted would constitute the contract. The words should be substantially as follows:

Loss by fire, heat and the elements at owner's risk. Elevator reserves the privilege, until settled for, of shipping said grain and returning grain of equal test and value but not the identical grain, or of paying the reasonable market value of such grain on demand at its option. In either event, a reasonable charge will be made if settlement is not made within 30 days.

In such a case the status of a farmer delivering grain would be the same as if he had made a deposit in a bank, the relationship would be that of debtor and creditor and although you had not paid for the grain you could handle it as your own.

This relationship of debtor and creditor does not depend solely upon an express contract. It can also arise if you can prove an implied contract or an understanding from the general course of dealings between the parties that such is the only obligation that the elevator incurs.

The common law principles are still in force in Iowa, and the practices recommended, in accord with them, have not been affected by the *Folger* case. In that case the contract was not in writing but oral and the court left it for the jury to determine and the jury found, in effect, for the farmer.

It is not yet a crime in Iowa to be a debtor and a criminal prosecution based solely on that ground cannot be maintained. No elevator man wants to have hanging over him any possibility of a criminal prosecution nor does he want to do anything unethical. He can avoid this by making his obligations under deferred payment deliveries clear and explicit. Mr. Folger's error lay in relying on an indefinite oral contract.

The first speaker of the day on April 28, was Frank G. Smith, who brought word from Chicago that R. T. Miles, chief Federal Inspector, who was scheduled to appear, could not be present because of illness. Mr. Smith's address:

## APPLICATION OF THE GRAIN STANDARDS ACT

A brief review of the history of grain inspection in the United States, with special reference to the development of service legislation, will assist us in forming a more accurate conception of grain inspection conditions as they exist today. Grain inspection as we know it, is a thoroughly American institution.

With the accumulation of stocks of grain at Chicago and other central markets for transportation by lake to the eastern consuming territory, the necessity for some standard upon which transactions could be based became apparent.

The first Board of Trade Inspection Department and

the first State Grain Inspection Department were established in Illinois. In 1857 the old Chicago Board of Trade established grades for Red Winter wheat and No. 2 Red Winter wheat. The following statement appeared in the annual report of the Chicago Board of Trade for the year 1857: "The grain trade which undoubtedly holds supremacy over all others in Chicago, presents the need for stringent grading rules, in view of the practice adopted by farmers, shippers, and exporters, of mixing grain of inferior quality with that of better quality and the subsequent application of such grain on contract for grain described as of good milling quality," and also, "Complaints were received by eastern buyers and European importers as to the quality of grain applied on contracts."

R. T. Miles found this to be the first recorded acknowledgment by an organized trade body of the necessity of curbing such practices. It is interesting to note at this point that similar abuses and methods have been contributing causes of most of the later grain grading legislation and regulations.

Such practices of grain adulteration are now so rare that we do not appreciate the seriousness of the conditions which have brought about the various grain grading reforms. We can perhaps form some conception of practices which existed before the days of grain grading, especially in backward countries by stating conditions as they exist in certain foreign countries today. B. W. Whitlock, who went to China as a representative of the United States Department of Agriculture, reported that there are certain gravel pits some distance up the river from a Chinese grain market at which selected gravel of the proper color and size is kept in store and sold to passing grain boats to be mixed with wheat. The mills employ hand labor to pick the stones out before the wheat can be milled. The net result is that Chinese wheat in Chinese markets frequently brings little more than one-half the price of American wheat.

The Chicago Board of Trade appointed a grain inspection committee on June 15, 1858, employed a chief inspector, and established grades for wheat, corn, oats, barley, and rye. These grades were few, being



FRANK G. SMITH, CHICAGO, ILL.

numbers 1, 2, and "Rejected," for each kind of grain and class of wheat. The grades were based upon such indefinite terms as "sound, dry, plump, reasonably clean, very dry, and hot."

The State of Illinois established a state grain inspection department under the Railway and Warehouse Act, William F. Tompkins being appointed the first chief inspector, on July 3, 1871. Other states passed grain grading legislation and established inspection departments in the following order: Minnesota, Missouri, and Kansas. At present, the following states in addition, have regularly organized state inspection departments with inspectors licensed under the United States Grain Standards Act: Washington, Montana, Oregon, Wisconsin, Idaho, North Dakota, California and Oklahoma.

Boards of Trade and equivalent commercial organizations maintained their inspection departments at larger export markets located on the Atlantic seaboard and on the Gulf of Mexico. The result was that most of the grain at the primary interior markets was inspected by state inspectors and again inspected by the Board of Trade inspectors located at the export markets. As grain exports increased, the competition between export markets and also between the larger interior markets became very intense. The indefinite grading limits lead to widely different opinions in the Trade and among inspectors as to the grade. This was largely influenced by the particular interest which was dominant in the market. Millers obviously wished to maintain the quality of the grain receipts, while exporters were frequently more concerned with the volume of business handled through their port. Quoting Mr. Miles: "However, with the heavy growth in the merchandising of grains due to our over increasing production and the consequent broadening of our domestic and foreign demand, new exchanges sprang up in all parts of the country and keen competition between the various markets followed, with the result that in many cases the inspection of grain took on the appearance of 'jockeying' for business from country points or to the seaboard or distant domestic buyers. This condition, of course, resulted in chaos in the grain trade in so far as the value of an inspection certificate in one market was accepted in another, and was the underlying reason for a demand for uniformity of inspection."

Occasionally complaints are received by the United

States Government from foreign purchasers and foreign governments concerning the unsatisfactory quality of grain exports from the United States. American ports were either blacklisted or threatened with blacklisting by foreign trade organizations. Such chaotic and objectionable conditions caused the Grain Dealers National Association, the state grain dealers' associations and other grain and milling organizations to consider ways and means of bringing about uniformity of grain inspection both as to rules and interpretations. The first uniform rules were adopted by the Chief Inspectors National Association in 1902. A uniform Grades Conference was called in Chicago in December, 1906, by the Grain Dealers National Association. Uniform rules were quite generally adopted by exchanges and inspection departments but the same market influences were still operative and it was found that uniform rules with no means of enforcement, other than local sentiment, would not correct the situation.

As a result of complaints from foreign purchasers and foreign governments, the American grain trade organizations took the initiative in first attempting to establish uniformity in grades and their application under existing organizations, and secondly, in obtaining federal legislation establishing uniform control.

## The Tenth Anniversary

The United States Grain Standards Act was passed August 11, 1916, 10 years ago. This Act provides for the establishment, by the Secretary of Agriculture, of grades for grain and the supervision of grading by Federal grain supervisors. All inspectors grading grain shipped in interstate commerce, are licensed by the Secretary of Agriculture, and are responsible to him for the proper performance of their duties. The Act also provides for the final determination of grade in case of appeal. The administration of the Grain Standards Act is vested in the Grain Division of the Bureau of Agricultural Economics.

In 1919, a General Field Headquarters for the administration of the supervision, enforcement, and appeal features of the Grain Standards Act was established at Chicago. The officer in charge of Field Headquarters is responsible for maintaining the service afforded by the Grain Standards Act throughout the United States. The central location makes it possible to maintain overnight contact with practically all the important interior grain markets of the United States. This is essential in the handling of appeals, and the correction of inspection tendencies. General Field Headquarters is divided into two main branches, the Board of Review, and Inspection Efficiency. The Board of Review, reviews samples of grain graded by licensed inspectors, in all grain markets of the United States. This contact is necessary to maintain uniformity in grading. The Board also issues opinions and instructions to promote the uniform grading of grain. The Board is the court of last resort in the handling of appeals from inspections made throughout the United States.

The Inspection Efficiency project is responsible for bringing about a correct and uniform application of the official standards through contacts with division and district Federal grain supervisors. General Field Headquarters also investigates apparent violations of the Grain Standards Act, and co-operates in the enforcement of the United States Food and Drugs Act.

J. W. Shorthill whom most of you know, at least by reputation, recently made the following statement before a grain dealers' convention:

"Do you realize that it is the United States Department of Agriculture which has established a standard for grains over this entire country that has become so nearly uniform in its execution that it has taken more of the cost out of grain marketing in this country than anything else that was ever done? Do you know that it was this Department that has established and secured the adoption of grades on cotton which are recognized world wide, and thereby reduced cost from the marketing of cotton to a very great extent?"

The United States Grain Standards Act is primarily service legislation. Under it, the number of markets at which licensed grain inspectors are located has increased from a total of 64 at the time the Act was passed in 1916, to 135, and the number of inspectors has increased from 267 to 456, during the same period. The remarkable growth of some of the newer grain markets has been greatly facilitated by the uniform system of inspection maintained under this Act. This is particularly true of such markets as your Iowa grain markets. This legislation has made it possible for the smaller markets to deal with grain buyers in the consuming territory through mills or exporters on an equal basis with the large terminal markets. It has obviously broadened the country shippers' market.

On the other hand, the sale of grain for exports on a uniform basis has resulted in the use of American Federal grain grades in the marketing of nearly all American exports. The American grain inspection certificates are final.

The inspection of grain moving in interstate commerce by Federal inspectors in the first instance rather than by licensees has been given considerable attention by trade associations beginning with the movement which resulted in the passage of the United States Grain Standards Act.

On February 12, 1927, Senator Frazier introduced a bill to amend the Grain Standards Act. It provided for the inspection of interstate grain by Federal inspectors rather than by licensees of the Secretary of Agriculture and for special services such as the determination of protein in wheat and oil in flax.

The bill which Mr. Frazier introduced in the Senate was prepared about as introduced by him in the United States Department of Agriculture by the Bureau of Agricultural Economics, at the request of the Chairman of the House Subcommittee on Appropriations for consideration in connection with departmental appropriations.

The Department of Agriculture has not made or been requested to make an official recommendation regarding the merits of the bill.

As all of you know, the low quality of the 1926 corn and oats crops has resulted in numerous complaints because of the low grades assigned to the receipts at the terminal markets. William H. McDonald, the Federal Grain Supervisor at Chicago, has compiled figures for the corn receipts, showing in round figures, the following percentages by numerical grade: No. 1, 3 per cent; No. 2, 2 per cent; No. 3, 5 per cent; No. 4, 10 per cent; No. 5, 33 per cent; No. 6, 34 per cent, and Sample Grade, 14 per cent.

Considering the fact that some of this low grade corn had a fair general appearance, it is to be expected that many shippers were disappointed with the grades assigned to their shipments. The same general condition existed for oats receipts at the terminal markets. This situation has been further complicated by numerous instances of uneven loading. The grain division has investigated cases of apparent intentional uneven loading, and has found that these are rare, but that many cars are received containing low grade concealed portions, due primarily to the unevenness of the corn in the cribs, the corn being shelled and hauled directly to the car. Inspectors have frequently graded grain on the basis of the low grade concealed portions in accord-

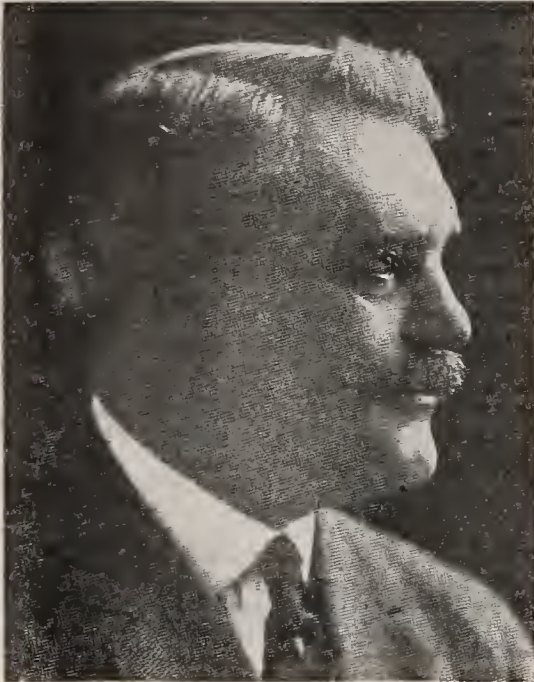


ance with grading rules. This fact alone has discouraged any deliberate uneven loading.

It is of vital importance that shippers take precautions to insure relatively even loading, since the inspectors cannot be expected to guess the intent of the person loading the grain, but must go by appearance only. As a result of the low quality of the corn, oats and wheat crops in the central territory, the number of appeals to the Federal supervisors has increased greatly, especially at Chicago. It has been very difficult for many of the offices in Federal Grain Supervision to maintain prompt service, but careful supervision indicates that this has been done, despite a general increase of 50 per cent in the volume of appeals, and practically no increase in personnel. This has required much overtime work, and the supervisors need the closest co-operation and assistance of the trade in the handling of appeals if the present satisfactory appeal service is to be maintained.

#### RIVERSIDE ELEVATORS

Hon. Halleck W. Seaman, in the forceful manner characteristic of him, delivered the case for riverside elevators, at the final session of the Western Grain Dealers Association meeting on April 28. Printed copies of his address were available after the session, together with his official report to the



HON. H. W. SEAMAN

Secretary of War, reprinted from the September issue of this publication. Salient points from H. W. Seaman's address are given here:

Railroad rates in the mid-west are 50 to 60 per cent more than they were before the war, while in the Argentine, Australia, Russia and other black soil countries, living costs, including traffic rates, are in some cases lower than pre-war. Only our coastal rims can compete, but the farms are in the deep interior of the country. We must release the magnet of cheaper transportation that is drawing our mid-western industries to the Jersey Coast—the current cut-out needed can only come from the use of our rivers to carry our commerce to and from the sea.

Chicago with her Great Lakes location, is no longer the eastern frontier of Iowa—that frontier line, by the opening of the Upper Mississippi to barge operation, has been automatically moved back to the eastern rim of Iowa itself—to that old time historical dividing line between the east and the west—to that actual traffic hinge of the nation—the Mississippi River.

The Atlantic Seaboard will no longer continue to feature as sole ports of entry for Iowa's imports. Iowa's own rail crossing towns on the eastern rim will hereafter function in that respect, with New Orleans as its ocean gateway.

Iowa must watch her step. She needs and must have primarily, first, an approach to pre-war freight rates, so as to compete with foreign producers who are enjoying that boon; and second, the establishment at Mississippi River rail crossing points of meat packing plants and United States Bonded Storage Elevators and Warehouses that will enable the barge line to function as carriers of our surplus farm products, and likewise induce the location at points generally throughout the state of industries that will process the outstanding products of the state. We must double-turn the screws that will elevate the industrial skyline of the state. Multiply the smokestacks, expand the factory pay-rolls, and the booming whistles of industry will down the megaphones of gloom.

The largest grain elevators of the world are also located in Chicago—about 64 of them—with a total capacity of around 56,000,000 bushels. Of these the Calumet Elevator of the C. & N. W., with a capacity of 10,000,000 bushels, is the largest. Every railroad that crosses Iowa has one or more large capacity grain elevators at Chicago. This monster battery of Chicago elevators will remain a charnel-house for the hopes of Iowa to convert its own grains, unless and until we supplement them with elevators at riverside locations.

Because the world's greatest grain and produce exchange is located at Chicago, it does not therefore necessarily follow that the commodities themselves must have tangible storage there. Long ago instant touch by wire and wireless did away with that requirement. Around the Chicago trading posts they barter with equal facility in cotton on the platforms at Memphis or Galveston; in lard, ribs and bellies warehoused at Omaha, Kansas City or Buenos Aires, and in wheat, corn or oats stored in thousands of elevators the world over. They deal in futures; they bet on crops even long before the seed has been sown. The Chicago Board of Trade is an indispensable stabilizer of farm prices; its hedging facilities are what enables our packing houses, flour mills and corn and oats products plants to continue in operation the year 'round, by protecting future sales against advancing prices for raw materials.

Chicago is simply the giant air compressor, the great

central station, whence comes either the wind that blows up the flat tires of over-speculation, or else the pneumatic tack that punctures the inner-tube of inflation.

Grain elevators are everywhere found at seaports. Our rail-river crossing towns on the Mississippi are now to all intents and purposes sea ports. They are the logical points where a change in the direction of ultimate destination is to be determined upon. The new use of the river focused our attention upon that need for storage pending final election of option—whether the grain is to be shipped to Chicago for lake delivery, or farther east for local domestic consumption, or for export through Atlantic Coast gateways—or south by barge or rail for ocean boat movement through the port of New Orleans. In any event, for the present at least, the bank of the Mississippi is the first resting place from which this farm surplus grain can exercise one or all of its optional privileges—and the last resting place from which it can advantage itself of the cheapest haul to the sea. The opening of the river for navigation has automatically moved the storage frontier line back from Chicago to the banks of the Mississippi.

Now that the Federal Barge Line is operating on the Upper River, much of the grain that has heretofore gone to Chicago will go down stream for export through the Gulf ports.

The Iowa Bankers Association has sponsored a movement for the erection by the Government at these rail crossing points of large capacity riverside grain elevators, as a part of its program to help the farmer. Such elevators would materially aid the railroads at times of peak crop movement; would give to the farmers or grain dealers the much coveted bonded warehouse receipts, to enable them to better finance their crop requirements, and would incidentally be the means of locating within the state a variety of industries to process these grains into flour, corn, syrup, oatmeal, feed, etc.

The Government, having undertaken the operation of a line of boats and barges on the river, must now find ways and means to furnish the facilities for taking care of the traffic that is to move by the river, this much needed down-stream tonnage to help balance its traffic. It is just as much the duty of the Government to furnish elevators in aid of their service as it is for the railroads to erect elevators at Chicago and other railroad points in aid of their operation.

Private individuals will not erect these elevators, at least until the whole matter of the relations of river traffic with the railroads has been worked out. These Government elevators should be operated as a division of the Department of Agriculture, and such an arrangement should be highly satisfactory to farmers co-operative organizations and to grain dealers generally. There would be no element of charity involved, for these elevators would be self-supporting from the very beginning.

The functions of these riverside elevators would be limited to the storing, grading and forwarding of grain; they would neither buy nor sell; there would be no temptation for representatives of the Agricultural Department to give anything but a square deal to their patrons. Therein would be found an additional means of increasing both the wealth and the population of the state. Rail-river crossing cites on the Upper River are arranging to install municipal docks and warehouses, but they cannot reasonably be expected to father the grain storage elevator proposition—which is business that should be handled by neutral experts, such as only the Government itself can satisfactorily furnish, through its Department of Agriculture.

Reports of committees were next in order and Chairman Hayes of the Auditing Committee reported the system of bookkeeping and accounting being used by Secretary Milligan as a very excellent one, and the records entirely correct.

Secretary Milligan read the report of the Resolutions Committee, which was adopted as read. This included the customary resolution of appreciation to the city of Des Moines and more particularly to



W. G. D. A. CONVENTION, LEFT TO RIGHT: J. H. OWEN, SEC., LOCKWOOD GRAIN COMPANY, DES MOINES; H. D. GUTHRIE, HARTFORD GRAIN COMPANY, HARTFORD; E. W. MILLER, LINE OPERATOR, GUTHRIE CENTER; S. F. CARLSON; GEO. O. STROM, SIOUX CITY, IOWA.

the new management of the convention hotel, and the various speakers. Another resolution condemned the practice of some few politicians throughout the nation who are endeavoring to win farmer votes by advocating the restriction of present agricultural marketing methods. Another resolution urged for a reduction in the present freight rates, and the final resolution recommended that the state legislature appropriate a revolving fund for the furthering of the development of home industries for Iowa.

#### HIGH SPOTS FROM CAPTAIN IRVING O'HAY'S BANQUET SPEECH TO WESTERN DEALERS

I know nothing about grain. If I were to discuss grain, I should be carrying coals to Newcastle. I know you are tired of talking about grain. This is an entertainment, and because of the fact that my father was facetious, I am about to exercise the prerogative of every public speaker and speak principally about myself, for in truth I am the most interesting man that I have ever met.

I know you are disappointed as you look at me, because when the toastmaster said I was a soldier of fortune, I know you expected to see a gray-haired man, all scarred up, with a knife between his teeth, and a pistol in one hand and a flag waving in the other, instead of which you see a rather nice looking boy. Now that may give you the impression that I am conceited. I am. Why in hell shouldn't I be? (O'Hay is 56 years old; black hair; six feet-two; straight and hard; now go on with the story.—Ed.)

At times I have been called a soldier of fortune, but I think it should be a soldier of misfortune, because of the facts surrounding my birth. I was born at Washford, in the County Mayo, Ireland. I am the natural disciple of discontent, and I am against everything. The O'Hayes were driven out of Ireland. We were exiled when I was a babe of two by the English. I was told for political reasons, but I afterwards learned that it was for stealing sheep. And as I look over



CAPTAIN IRVING O'HAY

your registration, and see the names Milligan, Talbott, etc., I suggest that if these gentlemen study their antecedents, they may find that they are here for the same reason.

On the fifth day of January, 1895, I sat on a dock in Seattle. My long lanky legs were hanging over the water. I was hungry and sad. But I took up a hitch in my belt and tried to forget. And just then a great hulk of a man came up to where I was on the dock and sat down beside me. "Where are you going, boy?" he said. "Nowhere." He said, "Come with me. I have been going there for 20 years." His name was Ernest Carr, one of the greatest Americans I ever met.

When we arrived back in New York in 1897, again we stood on a dock, this time by appointment with a boy that belonged to the same fraternity as Ernie belonged to at Lehigh University, Richard Harding Davis. We were all husky fellows, and we made up our minds to join up with the famous filibuster *The Three Friends*. And in a common cause, Dickie Davis,

Ernie, Helgate Johnny O'Brien, Knock-'im-Dead Morrissey and I united, and we mingled with men from the finest social strata.

On December 6, 1905, I was with a brigade of the Serbs, about 5,000 of them, and they are only about five feet one tall, and they came with their left shoulder extended, with a slow tread, and their ranks never faltered, and they plunged into the Bulgars. We made the charge, and I received a delightful souvenir in the way of a sword cut. Right in front of me at that charge was a little white-haired man who bore the marks of a captain. He could thrust and carry and cut and point as no one else I have ever seen. Finally he fell with a cut across his leg. We overcame them,



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and three weeks later in a hospital came the greatest surprise of my life. Along came that little 60-year old captain, and it was King Peter of Serbia, every inch a king, prepared to lay down his life that his people might carry on. And he was far more democratic than a lot of senators and congressmen and captains that I have seen here in the United States. And in English he thanked us Americans. He spoke fine English. He told me he had spent two years in America, one year at the University of Pennsylvania, and he said he knew a lot of Americans. And then he mentioned Roosevelt, and then I said, "Sir, I have been a soldier under Roosevelt."

Well, old Pete took it for granted that I must be a regular guy, because he pinned a medal on my chest the size of a water bucket. It was the medal of the White Eagle. But we later had a financial depression, and I was caught in that jam, and I found it necessary to use Pete's medal.

Captain O'Hay's account of the tragedy overtaking the famous Princess Pat regiment in the World War was among other war experiences offered. He is one of the four surviving members "who are able to get about." An interesting sidelight on his recent activities was disclosed when he announced almost boastfully that he was now under suspension for 30 days from the Friars Club, New York City, "for taking a poke at H. L. Mencken." In conclusion he pleaded for a lessening of religious bigotry, and solemn-mindedness, and an increase of good fellowship spirit among the members of the Western Grain Dealers Association.

As Captain O'Hay stepped from the banquet hall to the outside corridor, a bell-hop offered to call a cab to take him to the station. He turned to President Belz and John Brennan: "Let's walk—it's only 11 blocks."

## TRADE NOTES OF DES MOINES MEET

Lamson Bros. & Co., Chicago, Ill., arranged with the Des Moines office so that, as usual, a wire was run in to the Lamson Bros. room on the mezzanine floor of the hotel. Quotations were up to the minute at all times on the Lamson blackboard.

J. R. Murrel Jr., and Sr., were on hand to represent the interests of the Wilder-Murrel Grain Company, Cedar Rapids. Mr. Murrel, senior, of Iowa Falls, is frequently referred to as the dean of all Iowa grain men. Nevertheless, he and Ray seem about the same age.

Oscar Kemp, of the Quaker Oats Company, and E. W. Sommers, of the Three Minute Cereals Company, were two especially active representatives of the Cedar Rapids grain trade.

John Lowe, Harry Wickham, and George Booth, came from Chicago with John E. Brennan and Murrel were among the terminal market men who gave short talks to the convention on the advantages of their respective markets.

## KANSAS FARMER DEALERS MEET

The Kansas Farmers Grain Dealers Association held its annual convention March 22, in Hutchinson, Kan., with President J. B. Brown presiding. The following directors were nominated by the committee of which C. D. McCaulay was chairman and were elected: E. G. Tharp, Protection; Lewis Mott, Kiowa; J. B. Brown, Larned; and Emil Gall, Offerle.

## OKLAHOMA FARMER DEALERS NAME OFFICERS

At the election held March 25, at Enid, Okla., the Oklahoma Farmers Co-operative Grain Dealers Association re-elected Paul E. Peeler, Elk City, as president. Other officers elected were: Vice-president, W. H. Henderson; J. W. Murphy, secretary-treasurer. The following Board of Directors for 1927 was elected at the same time: Paul E. Peeler, of Elk City; W. H. Henderson, Mooreland; S. H. Hendrickson, Okenee; Klein Riddle, Morrison; C. N. Herrian, Bison; E. J. Clarke, Marshall; C. L. Atherton, Red Rock.

## OKLAHOMA DEALERS MEET

On May 4 and 5, the thirtieth annual convention of the Oklahoma Grain Dealers Association was held at the Skirvin Hotel, Oklahoma City, Okla. A. R. Hacker, Enid, was elected president, succeeding L. O. Street of Woodward, Okla. Harry Hunter, Okarche, was elected vice-president, succeeding F. R. Milburn, Fairland; and C. F. Prouty, Oklahoma City, was again elected to the post of secretary-treasurer.

President C. D. Sturtevant of the Grain Dealers National Association made an address to the meeting on the proposed amendments to grain standards, and R. C. Andrews, Dallas, Texas, of the American Railway Association, spoke on the supply and demand of wheat shipping cars. A banquet was held on the closing night at the headquarters hotel.

## CALIFORNIA DEALERS MEET

On April 8 and 9, the third annual convention of the California Hay and Feed Dealers Association was held in San Francisco. President H. M. Mad-

daford presided and the sessions were held in the California Room of the San Francisco Commercial Club. One of the principal speakers was F. E. La Shelle, Jr., chief animal husbandry expert of the Sperry Flour Company, who talked on "Commercial Feed Manufacturing."

The following officers and directors were elected for 1927: President, A. W. Scott, Jr., A. W. Scott Co., San Francisco; vice-president, G. C. Keeney, San Diego Poultry Association, San Diego; directors: Grain Section—Edwin L. Dial, Dial Grain Co., San Francisco; D. L. Smith, Smith & Scott, Inc., Los Angeles; Allen Wheaton, Redlands. Hay Section—Ernest Berringer, Berringer & Russell, San Francisco; H. M. Maddafor, C. C. Stafford Company, El Monte; Arlo V. Turner, The Grange Company, Modesto. Feed Section—F. E. La Shelle, Jr., Sperry Flour Company, San Francisco; George B. Murphy, G. P. McNear Company, Petaluma; A. E. Nicholls, Nicholls Grain & Milling Company, Los Angeles.

## FEED DEALERS MEET IN CORRY, PA.

The Mutual Millers and Feed Dealers Association met at the Hotel Corry, Corry, Pa., on April 22. L. L. Warner presided. The cost of installing and operating electric power was one of the principal subjects discussed. R. B. Mulkie, of Union City, Pa., offered some remarks on the topic "What Is a Retail Dealer?" Cost of delivery service was another important item that was discussed.

## HAY MEN WILL MEET IN JULY

The Statler Hotel, in St. Louis, Mo., will be headquarters for the thirty-fourth annual convention of the National Hay Association. The dates included are July 25, 26 and 27, and a large attendance is expected. The St. Louis Merchants Exchange will furnish all the entertainment features. The intention is to provide 600 seats at the St. Louis Municipal Opera, which is held in beautiful surroundings at Forest Park.

After the opera the members and their wives will be entertained at a dinner dance on the Statler roof garden. This will be held on Tuesday, July 26. Many other kinds of amusement will be provided, including luncheons, etc.

A large crowd is expected and undoubtedly they will be well entertained as St. Louis is noted for hospitality. The St. Louis Merchants Exchange welcomes members of the National Hay Association and feels confident that they will be more than pleased with the entertainment and reception offered.

## CONVENTION CALENDAR

May 20.—Annual convention of the Panhandle Grain Dealers Association, at Amarillo, Texas.

May 23-24.—Annual meeting of the Texas Grain Dealers Association, at the Baker Hotel, Dallas, Texas.

June 9-11.—Annual convention of the American Feed Manufacturers Association, at the French Lick Springs Hotel, French Lick, Ind.

June 10-11.—Annual meeting of the Pacific Northwest Grain Dealers Association, at Lewiston, Idaho.

June 22-23.—Forty-eighth annual meeting of the Ohio Grain Dealers Association, at the Hotel Waldorf, Toledo, Ohio.

June 27-28.—Annual convention of the Wholesale Grass Seed Dealers Association, at Book-Cadillac Hotel, Detroit, Mich.

June 28-30.—Annual convention of the American Seed Trade Association, at the Book-Cadillac Hotel, Detroit, Mich.

June 30-July 1.—Mid-summer meeting of the Indiana Grain Dealers Association, at the South Shore Inn, Lake Wawasee, Syracuse P. O., Ind.

July 12-13.—Central Retail Feed Association, second annual convention, at the Plankinton Hotel, Milwaukee, Wis.

July 25-27.—Thirty-fourth annual convention of the National Hay Association, at St. Louis, Mo.

October 10-12.—Annual convention of the United States Feed Distributors Association, at Omaha, Neb.

October 10-12.—Annual convention of the Grain Dealers National Association, at the Fontenelle Hotel, Omaha, Neb.

October 10.—Annual meeting of the National Terminal Weighmasters Association at the Fontenelle Hotel, Omaha, Neb.

## TEXAS DEALERS TO MEET IN DALLAS

Extensive plans are being made for the annual meeting of the Texas Grain Dealers Association, to be held in Dallas on May 23 and 24. "We contemplate having a very short program," says the secretary in his announcement, "and we hope to give

the members ample time to do their visiting and trading." He goes on to say that the Dallas committee has been in touch with him regarding the planning of the entertainment and they have collected the greatest entertainment fund that has ever been contributed for the pleasure of the Association's members and their friends when attending an annual meeting. Cary Crouch is the chairman.

Some of the entertainment tentatively arranged for is a banquet and dance afterward at the Dallas Country Club, with transportation provided, for the first night. Monday afternoon the ladies' committee has arranged for a style show for the visiting ladies from 3:30 to 5, which will give them ample time to prepare for the dinner and dance at the Dallas Country Club, as the cars will leave the hotel at 6:30. At 10 or 10:30 Tuesday morning, the visiting ladies will be given a drive over the city, winding up at the Athletic Club for luncheon about 12:30. After the luncheon, the ladies will participate in a bridge party at the club rooms. Tuesday evening, a theater party for all will be given by the Dallas fraternity.

Of course, this is tentative but there will probably not be much change and this, with a number of very interesting features furnished by the Dallas mill and grain people at the opening session Monday morning, will furnish splendid recreation and an opportunity to renew friends and make new ones. As heretofore advised, the new Baker Hotel has been selected for headquarters.

## TRANSPORTATION

### BULK OATS CASE DROPPED

Dismissal of the rate complaint of the Truen Grain Company, Minneapolis, Minn., has been recommended by Examiner F. A. Clifford, of the Interstate Commerce Commission. The commodity rate of 28 cents assessed on a carload of bulk oats from Oldham, S. D., where the Fruen Grain Company has a station, to Leide's Park, Wis., was assailed by the grain commission firm. The above rate, made by the La Crosse & Southeastern Railroad, was found justifiable by the commission. The oats were shipped September 10, 1923.

### NEW FLAXSEED RATES

A finding of unreasonableness and undue prejudice, an award of reparation, and an order establishing a new flaxseed maximum rate of 16 cents to Fredonia, Kan., over the Omaha, Neb., rate, have been made by the Interstate Commerce Commission. The triple action developed after the rate judges heard the case of a linseed crushing company against the Atchison, Topeka & Santa Fe Railroad. Rates in accord with the Commission's finding will go into effect May 20.

### NORTHERN RATES TO BE REVAMPED

In a report on the case of the North Dakota Mill and Elevator Association *versus* the Northern Pacific Railroad, an Interstate Commerce Commission examiner recommends that a downward revision be made on carload grain rates from East Grand Forks, Minn., to Grand Forks, N. D.

He said the Commission should find that the failure of the defendant to accord transit service on such grain at the North Dakota Terminal was unreasonable and unduly prejudicial and that it should be ordered to establish such service. He said the rate charged should be found unreasonable to the extent it exceeds or may exceed 3.5 cents. The failure to accord transit to the complainant, he said, should be found unreasonable and unduly prejudicial by reason of the fact that transit was accorded on grain at the Terminal from competing points in the same territory. Reparation was denied.

### AGAIN SOUTHWESTERNERS WIN

The Interstate Commerce Commission, in a report written by Commissioner Lewis, criticizes and condemns the proportional rates on carload wheat and flour from Missouri River points to destinations in Ohio, Indiana, Pennsylvania, West Virginia, and Kentucky, to the extent that they exceed rates now in effect from Minneapolis, Minn., to the same destinations. The railroads are given until July 15, 1927, to change the rates so that they will be in line with the Commission's findings.

Although the principal issue at stake was the flour rate, grain dealers in Kansas, Nebraska, Oklahoma, and Missouri, who aided in promoting the new rate adjustment, hail the decision as a major victory.

The railroads, and grain interests of Minnesota, Dakota, and Montana contended that the old rate structure was justified, because the rates from Minnesota, unlike rates from Missouri River points, were constantly depressed and discounted by a 13-cent proportional rate to Chicago, and Peoria, Ill. This proportional, they argued, was due to water competition on Lake Superior and Lake Michigan.



## FIELD SEEDS

## SIX YEARS OF PROGRESS

Six years ago there opened in Evansville, Ind., a company which was destined to become one of the big seed handlers of the vicinity. In 1921, the J. A. McCarty Seed Company was organized to operate at that time largely through a warehouse handling seeds and orchard supplies. Three years later the company started the manufacture of McCarty's Oil Emulsion, a high-grade oil spray for the control of scale on fruit and shade trees. This side-line, together with the other materials sold in the orchard supply business, has developed into a very large business, until now the company is shipping into several states all over the Middle West and the South. Today the company's principal lines are field and garden seeds, feeds and orchard supplies.

The company opened a retail store in the downtown section of Evansville two years ago and since then has developed what it terms "a very nice retail business" on field and garden seeds and the side-lines. In January, 1927, it moved into new quarters, shown in the accompanying illustration, where they bought a retail store with 85-foot frontage on one of the prominent streets of Evansville, near the farmers' marketing place. Connected with the retail store is the warehouse containing 35,000 square feet of floor space. These buildings are located on a railroad track and on a large lot 145x185 feet.

J. A. McCarty, a graduate of the Agricultural De-

partment of Purdue University, Class 1915, is the owner and manager of the company. Associated with him are Oliver Riggs, who is manager of the retail store; Simon Winterheimer, in charge of the feed sales and poultry supplies; Charles Pillman, salesman and in charge of sprayers and insecticides; and Edward Winterheimer, warehouse and shipping clerk.

of the excessive wet weather. Most of the rye fields have been abandoned to the livestock. Alfalfa fields are looking unusually promising for this season of the year.

Frank Lowden, former governor of Illinois and interested in farm relief work, has favored Albert McGrain, of Corydon, Ind., with an order for seed corn to be planted on his farm in Illinois. The variety ordered was Southern Prolific Ensilage corn, in which Mr. McGrain specializes and the quantity purchased was sufficient to plant several hundred acres. This is the third season that Gov. Lowden has ordered his seed corn from Mr. McGrain and he states that results heretofore have been entirely satisfactory. The corn is produced on the McGrain farm just north of Corydon and the McGrain brothers, Albert and Dowling, are recognized as among the leading corn growers of southern Indiana. In addition to ensilage corn, they also grow Reid's Yellow Dent, which also is sold for seeding purposes.

Vick Smith, who for many years owned and operated Massie Springs, a popular summer resort in Kentucky on Upper Green River, several miles southeast of Evansville, now is engaged in the retail seed business at Bowling Green, Ky., and is doing well.

Charles Kindermann, who is associated in the retail seed business with his brother, Louis Kindermann, under the name of William Kindermann's

equipment were converged at this point of the state.

The vocational agricultural department of the high school at Mt. Vernon, Ind., has been testing corn for Posey County farmers free of charge this spring. The corn in Posey County is said to show a high per cent of root rot.

John Spiry, who travels through Kentucky for the Purcell Seed Company of Evansville, Ind., reports that the excessive rains and floods in that state since the first of the present year, have done considerable damage and that farmers are later in their spring work than they have been for a number of years past.

Reports from 20 counties in Indiana operating community seed corn testers in April show no improvement in the seed corn situation over the previous month. The germination of all seed corn tested to date in the state, including crib as well as field selected corn averaged around 75 to 80 per cent fit for seed. The discarded corn is either weak, diseased or dead.

## IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Federal Seed Act:

Kind of Seed—	April		July 1, 1926, to April 30, 1927		July 1, 1925, to April 30, 1926	
	Pounds	Pounds	Pounds	Pounds	Pounds	Pounds
Alfalfa .....	*670,000	722,600	\$4,876,200		4,252,800	
Awnless bromegrass .....					11,000	
Canada bluegrass .....	133,800	36,300	862,700		256,900	
Alsike clover ....	695,400	1,224,600	4,093,200		10,782,700	
Crimson clover ..		65,800	2,385,000		5,252,700	
Red clover .....	†1,086,900	817,600	10,365,500		19,335,900	
White clover ....	108,600	82,300	913,200		1,495,000	
Clover mixtures ..		2,600	23,500		117,300	
Meadow fescue ...		300	16,200		13,300	
Grass mixtures ..					100	
Foxtail millet .....					125,400	
Orchard grass ....		32,800	260,300		125,700	
Rape .....	‡311,500	530,600	6,003,100		6,236,400	
English ryegrass..	32,600	70,400	1,066,500		2,184,100	
Italian ryegrass..	34,500	34,700	833,200		1,596,400	
Timothy .....	32,600	2,600	45,200		2,600	
Hairy vetch .....	171,700	410,400	1,775,700		3,396,700	
Spring vetch ....	43,500	68,200	806,600		1,124,300	
Hungarian vetch..			76,400			

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Federal Seed Act:

Kind of Seed—	April		July 1, 1926, to April 30, 1927		July 1, 1925, to April 30, 1926	
	Pounds	Pounds	Pounds	Pounds	Pounds	Pounds
Bentgrass .....	29,200	12,000	4,114,600		5,037,300	
Biennial white-flowered sweet clover .....	332,800	1,068,100				
Biennial yellow-flowered sweet clover .....	32,000	249,200	174,400		472,000	
Canary grass .....			1,100			
Carpet grass .....					5,700	
Crested dog's tail .....	2,200	4,500	12,400		38,600	
Chewings fescue..	37,800		743,600		468,500	
Other fescues ....	37,500	7,800	359,900		1,042,500	
Molasses grass ...					80,500	
Lawn grass mixtures .....			1,000		17,100	
Redtop .....			3,300			
Rhodes grass ....	2,300		2,300		16,500	
Rough-stalked meadow grass..	27,600	3,700	151,500		70,700	
Sweet vernal grass .....			500		1,900	
Tall oat grass....			1,100		400	
Tall paspalum ...	500		500			
Velvet grass .....			9,800		8,200	
Wood meadow grass .....	1,100	500	18,500		39,700	
Yarrow .....		100	300		100	
Japanese millet...			1,900			

\*All from Canada, except 900 pounds which were returned American goods imported from France.

†885,900 pounds from France, 108,200 pounds from European Russia, 42,000 pounds from Canada, 26,400 pounds from England, 24,400 pounds from Scotland.

‡200,000 pounds from Japan, 110,500 pounds from Holland, 1,000 pounds from England.

§198,500 pounds Alfalfa seed to be permitted entry after staining—not included.

||486,300 pounds Red Clover seed to be permitted entry after staining—not included.

## NEW YORK SEED SEASON ENDS

By C. K. TRAFTON

The season for wholesale distribution of seeds in the New York market came to an end as usual during the past month. At the outset, as a result of the more favorable weather, feeling of optimism seemed to be spreading and, while some distributors asserted that trade had not yet recovered from the previous spell of bad weather, others asserted that the improvement in demand was sufficient to be worthy of comment.

Red Clover became a source of considerable uneasiness to its friends and the domestic variety led the declining movement. Domestic Clover is now

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STORE OF THE J. A. McCARTY SEED COMPANY, EVANSVILLE, IND.

partment of Purdue University, Class 1915, is the owner and manager of the company. Associated with him are Oliver Riggs, who is manager of the retail store; Simon Winterheimer, in charge of the feed sales and poultry supplies; Charles Pillman, salesman and in charge of sprayers and insecticides; and Edward Winterheimer, warehouse and shipping clerk.

## INDIANA SEED NEWS

By W. B. CARLETON

Bad weather conditions have prevailed during the past month in southern Indiana, southern Illinois and western and northern Kentucky. Farmers are greatly delayed in their work and seed dealers report that because of these conditions their trade has not been normal for this season of the year. In some sections, it is reported the farmers, who are unable to plant any corn, will plant cowpeas instead. From present indications the acreage of corn planted in southern Indiana this year will be below that of last year and the year before. As a result of the recent heavy rains in this section, meadows are growing rapidly and unless there is a drouth a little later on the yield of Timothy hay in the southern Indiana section ought to be much larger than that of last year. The crop last year was damaged largely by the drought in June and July and August. As stated in a news letter last month, practically none of the farmers in this section were able to sow any oats this year because

Sons at Boonville, Ind., has returned with his wife from California, where they spent several months, returning by way of Mexico, where they spent some time.

Edward Snyder, 54 years old, superintendent of the elevator of the Studebaker Grain & Seed Company, Bluffton, Ind., died unexpectedly of heart disease at Fort Wayne, Ind., on May 5. He had just returned with Claude Cole, manager of the elevator from a business trip to Gary, Ind. Mr. Snyder had been in the seed and feed business in Bluffton for more than 22 years and was known widely in agricultural circles. He is survived by the widow and two daughters.

Announcement has just been made that William Fiscus has purchased of S. A. Travis, the Farmers' feed and seed store at Worthington, Ind., which he owned formerly. Frank Heaton will remain in charge of the store.

Oscar M. Cook, seed and feed dealer at Boonville, Ind., is contemplating a number of improvements at his warehouse near the Southern Railway station in Boonville during the coming year.

Negotiations have been closed between Mrs. Alberta Eckhart, of Auburn, Ind., and Frank N. Wallace, of Indianapolis, state entomologist, by which the state leased the 38-acre farm north of Auburn for the general headquarters in Indiana for the operations of the department of entomology in corn borer control. The laboratory, storage of machinery, tractors, pulverizers, service cars and





## THE DAKOTAS

The Farmers Elevator Company which operates at Vermilion, S. D., is to be reorganized.

J. E. Law has resigned as manager of the Ayr, N. D., elevator of the International Elevator Company.

The elevator of the Farmers Grain & Produce Company of Castlewood, S. D., is being re-roofed with galvanized roofing.

An office building is being erected at Tripp, S. D., for the Hirsch Grain Company. It will have an office, filling station and scales.

The Doane-Sears Company of Dallas, S. D., has been taken over by the Nye & Jenks Grain Company. The transfer has been perfected.

Robert Thorne is the new manager of the Great Western Elevator at Cooperstown, N. D., succeeding the late J. A. Aherns. He was for years manager of an elevator at Jessie, N. D.

The old Trader's Grain Elevator at Hudson, S. D., has been bought by G. E. Calnon of Alda, Neb. He will install a feed mill and possibly a flour mill. The elevator is being overhauled and when this is completed will be put into operation.

## EASTERN

The grain, coal and feed business of Charles S. Kalbach at Richland, Pa., has been bought by E. Zug.

A complete transfer elevator and mixing outfit have been installed by E. A. Howard at Central Bridge, N. Y.

The plant of the George J. Meyer Malt & Grain Corporation at Buffalo, N. Y., is being repaired, following the fire which occurred there.

James Gardner, Inc., has incorporated at Dover, N. J., to deal in grain, capitalized at \$50,000. Louis Gardner, Mary Maxwell and Hazel Tarabella are interested.

The stock and goodwill of the Scott Grain Company at Amesbury, Mass., have been sold to C. P. Smith of Haverhill who will continue the business at the old stand.

At 1060 Broad Street, Newark, N. J., the recently incorporated Liberty Grain & Flour Company will conduct its business. The firm will handle grain, feed, flour, etc., and is operating on capital stock of \$100,000.

To conduct a business in grain, fuel, etc., J. B. & W. A. Lamper, Inc., have been formed at Lynn, Mass., capitalized at \$200,000. Joseph A. Lamper is president and treasurer.

The Dunellen Coal & Grain Company of Dunellen, N. J., has been incorporated with 180 shares no par value stock. John M. Reuter, Joe P. Ryno and Thurman E. Ayres are interested.

## ILLINOIS

The Paxton Farmers Grain Company of Paxton, Ill., is to be reorganized.

Carl Ogden is now with the Price & Coolley Grain Company at Paris, Ill.

Seed corn testing machinery has been installed by Bert Kempster at Erie, Ill.

Paul Evans is the new manager of the Farmers Elevator Company at McCarty (Waverly P. O.), Ill.

L. G. Nall succeeds C. L. Carnahan as manager of the Union Grain & Lumber Company of Emden, Ill.

Albert Olson is manager of the Farmers Elevator at Dailey (Penfield P. O.), Ill., succeeding Charles Rice.

The Atkinson Farmers Grain Company of Atkinson, Ill., has changed hands. A. W. Allen was manager of the elevator.

The elevator of the Rantoul Grain Company at Rantoul, Ill., leased by E. P. Menefee is being repaired and overhauled by him.

The elevator of the Davis Bros. & Potter at La Rose, Ill., has been repaired, and a 10-ton scale and Kewanee Truck Lift installed.

The grain elevator at Lena, Ill., which was built in 1866 is to be wrecked. The elevator contains 14 grain bins with capacity of 25,000 bushels.

The William Denen Elevator and Mill at Joy, Ill., has been bought by Chester Jackson, Frank

Morrow and Lawrence Morrow. The name will be the Joy Feed Mill.

Roberts & Litchfield are now operating the elevator at Rio, Ill., which was formerly operated by Roberts & Daugherty. Mr. Daugherty has sold his interest in the company.

The Secor Elevator Company of Secor, Ill., of which William Greiner is manager, has installed a 7½-horsepower electric motor to run the legs in one of the elevators.

The property of the Farmers Grain Company at Elliott, Ill., has been equipped with new Fairbanks Motor Scales and the office has been raised and other improvements made.

The main building of the Gallagher Elevator at Arlington, Ill., of which Edward O'Brien is manager, is to be covered with galvanized iron, making it as fireproof as possible.

A new belt is to be installed on the one leg of the elevator of the Bradford Elevator Company of Bradford, Ill. Its capacity may also be increased. Peter Ternus is proprietor.

The Farmers Grain & Coal Company of Natrona, Ill., has installed a new six-horsepower Fairbanks-Morse Gasoline Engine. New concrete floor and foundation are being laid in the engine room to accommodate it.

The E. S. Lyons Grain Elevator at Colfax, Ill., has been bought by the Colfax Farmers Co-operative Grain Company who will take possession on June 1. The farmers company will use the Lyons Elevator for a storehouse.

New belts have been installed at the elevator of the Farmers Co-operative Grain Company at Moweaqua, Ill., managed by C. A. Stout. The company has also rebuilt its corn sheller and equipped it with roller bearings.

Improvements have been made to the plant of the Farmers Grain, Fuel & Supply Company of Macomb, Ill. These include new Kewanee Truck Dump, repairs to the office scales, and new loading spout. D. Roudebush is manager.

The G. D. Sutton Company, Inc., has been incorporated at Mason City, Ill., to raise, buy and sell seed corn and other grains. The capital stock of the company is \$150,000. Gertus E. Sutton, C. A. McHarry and Lloyd K. Ellsberry are the incorporators.

The contract has been let by the Arenzville Farmers Grain Company for the erection of a 25,000-bushel elevator at Hagener (Arenzville P. O.), Ill. It will be equipped with two boots, sheller, cleaner, automatic scales and hydraulic air lift dumps.

The elevator properties of the Inland Grain Company of Galesburg, Ill., at Wing and Odell have been transferred to the Valley Grain Company also of Galesburg. The elevator of the Inland company at Douglas, conducted under the name of the Douglas Grain Company, was also sold to the Valley company.

## OHIO AND MICHIGAN

The Co-operative Elevator at Sherwood, Ohio, has gone out of business.

A manlift and overhead dump have been installed by J. M. Armacost at Campbellstown, Ohio.

A brick cob burner has been built for the Deshler Farmers Elevator Company of Deshler, Ohio.

The elevator of the Farmers Co-operative Company at Carey, Ohio, is to be repaired this spring.

Motors and other equipment have been installed by the Montezuma Grain Company of Montezuma, Ohio.

The steam engine and boiler of the Hoytville Grain Company at Hoytville, Ohio, is to be repaired.

A combined corn cutter and grader and new transmission have been installed by E. E. Healy at Kenton, Ohio.

A coal unloader and conveyor has been installed for the Farmers Mercantile & Elevator Company of Lindsey, Ohio.

A new corn crusher and corn grader has been installed by the Farmers Elevator Company of Beaverdam, Ohio.

The wreckage of the old elevator of the Rockafellow Grain Company at Vickeryville, Mich., which burned last winter is being taken away and a new

elevator of modern construction will be built immediately. Ronald Banters will be in charge.

Three Strong-Scott Pneumatic Dumps have been installed by the Westville Grain & Livestock Company of Westville, Ohio.

The elevators of the Myers & Patty Elevator Company at Covington, Pleasant Hill and Ludlow Falls, Ohio, have been bought by S. J. Rudy & Son.

The mill and elevators at Adrian, Mich., formerly owned by the Detroit Milling Company have been bought by the Lessen Grain Company of Buffalo, N. Y.

The grain and produce elevator of C. L. Crimmins at Morley, Mich., has been sold by him to Lewis S. Turner of Morley who will continue the business.

The gasoline engine at the property of the Swanders Farmers Elevator Company of Swanders, Ohio, has been replaced by electric motors. A modern feed mill has also been installed.

An addition has been built to the elevator of the Schenk Grain Company at Scotts Crossing, (Auglaize P. O.), Ohio, for grinding purposes and a new oil engine has been installed.

W. H. Hill is now manager of the Elery Farmers Grain & Livestock Company of Elery (mail Malinta), Ohio. He was formerly manager of the Sherwood (Ohio) Co-operative Company.

A Monitor Cleaner and modern corn sheller have been installed by S. M. Loxley & Son at Bradford, Ohio. The company is operating a Jay Bee Mill and planning a new building to be used for the mill and office.

W. H. Brown has bought the grain elevator at Clark, Ohio, from McCool & Auckerman. Mr. Brown has been manager of the business of the New Madison Grain Company at New Madison, Ohio, for five years.

The elevator of Ira Gilliland of Van Wert at Haviland, Ohio, has been leased to W. S. Bricker of Payne who will take charge. Lawrence Gilliland was formerly in charge and will now retire from his position in the elevator.

## INDIANA

The elevator of the Tocsin Farmers Elevator Company of Tocsin, Ind., has been repaired.

The elevator of the Andrews Equity Exchange at Andrews, Ind., has been bought by Joe Banister.

The plant of the Wyatt Grain Company at Wyatt, Ind., is to be electrified. Carl Haab is manager.

A fan sheller has been installed in the elevator of the Crete Elevator Company of Crete (Lynn P. O.), Ind.

John Downey is succeeded as manager of the Farmers Elevator at Vincennes, Ind., by Earl Snyder.

The two elevators of the Richland Grain Company at Earl Park, Ind., are to be sold at public auction.

A certificate of preliminary dissolution has been filed by the Marshall Farmers Elevator Company of Marshall, Ind.

A combined corn cutter and grader has been installed by the Farmers Co-operative Grain Company of Shideler, Ind.

New elevators and other equipment are being installed by the McCordsville Grain Company of McCordsville, Ind.

The elevator of the Farmers Co-operative Company, Frank Johnson, manager, at Yorktown, Ind., is being repaired and improvements made.

A cement block office has been built by the Farmers Co-operative Elevator Company of Winamac, Ind., and all of the buildings have been painted.

Repairs are to be made to the C. L. Aukerman Elevator at North Grove, Ind., and the elevator closed for a couple of months. Business will be taken care of at Amboy.

The old building of the New Augusta Grain & Supply Company at New Augusta, Ind., has been demolished and a new elevator is being built. It will contain electric dumps and other modern equipment.

A partnership has been formed at Auburn, Ind., by Otto A. Gengnagle and his son Harold as Geng-



nagle & Son. They will conduct a grain, hay and feed business. The firm has been operating the elevators and coal yards at Helmer since last November and recently they bought the Stewart Elevator at Spencerville, Ind.

New quarters are now occupied by the Guthrie & Spangenberg Company of South Bend, Ind. The concern handles grain, hay, feed, straw, flour, etc., and has grown rapidly since it was organized three years ago.

The Hirsch Bros. have let the contract to the Reliance Construction Company of Indianapolis, Ind., for the erection of a grain elevator at Clymers (Logansport P. O.), Ind. The elevator will have a capacity of 100,000 bushels, and will be ready for occupancy by July 1.

The holdings of the Farmers Elevator at La Crosse, Ind., have been bought by the Arndt-Weinhauf Grain Company. It has leased it since 1925. The new owners will make repairs and improvements including the installation of truck dump and corn sheller.

Homer P. Lambert of the Union Grain Company of Anderson, Ind., and Thomas C. Fisher of the T. C. Fisher Company have consolidated and will be known as the Fisher & Lambert Feed & Coal Company, with Mr. Fisher as active manager. The capital stock of the firm is \$40,000.

The Cleveland Grain & Milling Company of Indianapolis, Ind., has let the contract to James Stewart & Co., Inc., of Chicago for the addition to its elevator at Beech Grove, Indianapolis, Ind. The addition will have capacity of 800,000 bushels and with the present elevator will give the company capacity of nearly 1,250,000 bushels.

## WESTERN

A 75,000-bushel elevator is to be built at Adams, Ore., for C. C. Curl. Modern equipment is to be installed.

A wholesale grain and hay business is to be opened at Bakersfield, Calif., for Fred Rhodes and J. Thomas.

The Guernsey-Ames Grain Company of Stockton, Calif., has changed its name to the Schuler-O'Connell Grain Company.

A grain elevator is to be built at Yuba City, Calif., for the Yuba City Milling Company to be ready for this year's crop.

A considerable amount of machinery is to be added to the plant of the Chehalis Grain & Fuel Company of Chehalis, Wash. Jos. Schuss is owner.

E. E. Powers and E. H. Weckbaugh are interested in the Associated Milling & Elevator Company at San Francisco, Calif. Its capitalized stock is \$200,000.

Additional storage capacity of 200,000 bushels is to be provided for the Montana Flour Mills Company of Great Falls, Mont. This will bring the wheat storage facilities above 500,000 bushels.

The Eaton Grain Company, W. O. Eaton, owner, at Torrington, Wyo., has made plans for installing a machine to roll or grind barley, oats and corn of 100 bushels' capacity per hour. It is operated by electric motor.

The Draper Poultrymen, Inc., of Draper, Utah, have completed plans for the erection of a new building with capacity of 15,000 bushels. Machinery for unloading cars, a grain cleaning apparatus, feed grinder and mixer will be included in the new house.

W. L. Shacklett who has been manager of the Niwot Elevator at Niwot, Colo., is now with the Longmont Farmers Milling & Elevator Company's plant at LaFayette, Colo. The Niwot Elevator is owned by the Longmont company. Mr. Shacklett succeeds the late Deane V. Kittell.

The lease has been signed for the property at Longview, Wash., on which will be built a modern grain elevator. The consulting engineer E. F. Carter of John S. Metcalf, Ltd., Vancouver, B. C., was notified to prepare detailed plans and ask for bids. The elevator must be completed by July 1, 1928. The elevator will have a capacity of 350,000 bushels. The lease is for a 10-year period.

## SOUTHERN AND SOUTHWESTERN

The Farmers Elevator Company of Rosston, Okla., is erecting a new warehouse.

A Randolph Grain Drier has been installed by the Farmers Grain Company of Tulia, Texas.

The Hunt-Rigsby Company of Burkburnett, Texas, has been succeeded by the W. S. Duvall Company.

A combined sheller and boot has been installed by the Allison Grain & Seed Company of Afton, Okla.

A 50,000-bushel elevator is being built at Kingsfisher, Okla., for the Kingfisher Mill & Elevator Company.

The maximum authorized capital stock of the Hoge Grain & Feed Company, Inc., Alexandria, Va., has been increased from \$150,000 to 1,000

shares of par value. W. S. Hoge, Jr., is president; John B. Abrahams, secretary of the company.

The Oklahoma Mill Company has leased the elevator of the Kiel-Dover Farmers Elevator Company at Dover, Okla.

The elevator at Jefferson, Okla., has been leased by the Enid Milling Company to the Farmers Co-operative Association.

A concrete fireproof warehouse has been added to the property of the Light Grain & Milling Company of Guymon, Okla.

The capital stock of the Buffalo Farmers Co-operative Elevator Company of Buffalo, Okla., has been reduced from \$40,000 to \$25,000.

Articles of incorporation have been filed by the Smith Grain Company of Gatesville, Texas, capitalized at \$13,000. H. S. Compton and J. G. Smith are interested.

Capitalized at \$40,000, the Moore Grain & Milling Company has been incorporated at Moore, Texas. J. M. Sorrell, R. L. Connelly and W. E. Sorrell are interested.

Branches have been opened at Big Lake and Barnhart, Texas, by the West Texas Elevator & Grain Company. The Barnhart Elevator is managed by D. I. Taylor and the other by Ellison & Carroll.

The Mytinger Milling & Grain Company of Wichita Falls, Texas, has sold its property to Adams & Hofues of Dallas. It is probable that the company will operate as the Blue Star Milling & Grain Company.

H. P. Lorenz has severed his connections with the Geis-Price Grain Company of Enid, Okla., and is now associated with the Great Plains Mill & Elevator Company of Enid, as manager of the grain department.

The contract has been let by the Collins Grain Company of Channing, Texas, for enlarging the grain elevator to double its present height. It will increase the capacity from 7,000 to 16,000 bushels. Machinery is to be installed and later the loading capacity will be increased.

The brokerage business of the Bonacker Bros. at Pensacola, Fla., has been discontinued. It will be continued by the T. S. Kennedy Company who is taking over the warehouses, etc. Mr. Kennedy has been in charge of the office of the Bonacker Bros., of Pensacola for some time.

The John S. Metcalf Company has the contract for building an extension to the public grain elevator at Houston, Texas. The Diamond Rubber Company of Chicago will supply 5,911 feet of rubber belting and the Webster Manufacturing Company of Chicago has the machinery contract.

## MINNESOTA AND WISCONSIN

A grain elevator at Riplinger, Wis., has been bought by G. Trindal.

The H. F. Berkner Elevator at Sleepy Eye, Minn., has been bought by E. Hoffenstead.

The coal sheds of the Monarch Elevator Company at Perley, Minn., are to be rebuilt this summer.

An annex of 20,000 bushels' capacity is to be built at Felton, Minn., for the Monarch Elevator Company.

Hilmar Blackstad succeeds Fred D. Kennan as manager of the Great Western Grain Company of St. James, Minn.

The charter of the Farmers Cooperative Elevator Company, Redwood Falls, Minn., has been extended for another 30 years.

G. A. Chapman is succeeded as manager of the Speltz Grain & Coal Company's west side elevator at Albert Lea, Minn., by S. E. Alm.

A new firm composed of B. P., C. H., and Emma St. John has taken over the property of the Greig & Son, including grain elevator at Worthington, Minn.

The articles of incorporation of the Ormsby Farmers Grain Company at Ormsby, Minn., have been renewed. John Toedt is president and R. H. Mueller, secretary.

The Farmers Elevator Company is succeeded at Blooming Prairie, Minn., by the Farmers Co-operative Elevator Association which is incorporated, capitalized at \$15,000.

A new plant costing \$7,000 is to be built at Chicago City, Minn., for the Chicago Produce Company to house their grain, feed and hay business. It will include a feed mill.

A cattle sales barn is now connected with the Lomira Elevator Company's place of business at Lomira, Wis., conducted by Joe Straub. He keeps from 20 to 25 tested animals in the stables at all times.

The contract has been let by the Dawson Produce Company of Dawson, Minn., for the erection of a 30,000-bushel elevator. It will have 16 bins and two legs, two large cleaners and a separate building for a dusthouse detached from the elevator. A 2,000-bushel automatic scale will be used

for shipping purposes and a special 10-ton Fairbanks-Morse Receiving Scale and air pump will be installed. Power will be furnished by inclosed type Fairbanks-Morse Motor.

Repairs are to be made to the property of the Farmers Produce Exchange at Park Rapids, Minn., including painting and repairing the elevator. A new dump and scale will also be installed. F. J. Johnson is manager.

## MISSOURI, KANSAS AND NEBRASKA

Lightning protection has been installed on the elevator of Frank Stire at Union Star, Mo.

The elevator of the Farmers Co-operative Exchange Company at Missler, Kan., is to be rebuilt.

New machinery is being installed by the Denver Grain Company of Berea, Neb., and the storage is being raised.

The elevator of the Duff Grain Company at Palmyra, Neb., has been bought by J. H. Carroll of Cambridge, Neb.

The elevator of the Farmers Elevator Company at Hallam, Neb., is being rebuilt. It burned about three months ago.

The elevator of the Kansas Grain Company located at Plevna, Kan., has been bought by the Pettit Grain Company.

The elevator and office of the West Union Co-operative Commission Company at West Union, Neb., is to be enlarged.

The Farmers Elevator Company at Hollenberg, Kan., has been bought by Carl E. Brenneis, who took possession April 1.

A new warehouse is being built and poultry feed mixing machine installed by the Farmers Elevator Company of Minneapolis, Kan.

The elevator of the Bowersock Elevator & Mill Company at Cunningham, Kan., is being repaired by Ernest Scott, local manager.

W. C. Evans has sold the elevator which he has been operating at Tecumseh, Neb., for seven years, to R. R. Gilmore of Seneca, Kan.

Frank J. Karpisek has sold his building and equipment at Ulysses, Neb., to the Fairmont Grain Company for the consideration of \$5,000.

The elevator and business of the Jacobson Grain Company at Formoso, Kan., have been bought by the Formoso Elevator & Grain Company.

A new warehouse is being built by E. L. Collins at Coffeyville, Kan., to be used in connection with his feed store for storing grain and feeds.

The Hawes & West Elevator at Belpre, Kan., has been bought from A. M. Long by G. E. Stockstill of the Stockstill Grain Company of Hugoton.

Renovating is being done to the elevator of the Kingsdown Co-operative Exchange at Kingsdown, Kan., and a dust collector is being installed.

The elevator of the Nye-Jenks Grain Company at Shickley, Neb., is under the manager of Charles Witt who recently succeeded Clarence Kemper.

A new elevator of 15,000 bushels' capacity is to be built at Boyd, Kan., by P. L. Ochs. It is being built on the site of the one which was torn down.

The Farmers Elevator at Turon, Kan., has been leased by Charles Jones. It was formerly conducted under lease by the Raines Grain Company.

Improvements are being made to the grain elevator of the Wilson Elevator Company at Plattsmouth, Neb., including the installation of a truck dump.

The elevator of Pete Steinle at Dorrance, Kan., has been sold to Dave Herkel and the Hein Bros., and the elevator has been moved to the Herkel place.

The Larabee Elevator at Calista, Kan., has been bought by W. W. McClelland, formerly manager of the Calista Co-operative Grain & Mercantile Company.

The elevator of the Nebraska-Iowa Grain Company at Holstein, Neb., has been reopened under the management of A. B. Fernow. The building was repaired.

G. E. Stockstill of Hugoton has bought the grain elevator at Sylvia, Kan., owned by Henry S. Thompson and O. G. Hinshaw. L. G. Wegner will continue as manager.

Gasoline, kerosene, oils and grease are to be handled by the Farmers Co-operative Grain & Supply Company of Spearville, Kan. The new station will be located near the elevator.

The grain elevator of the Farmers Union Elevator Company at Blue Springs, Neb., which burned, is to be rebuilt. The capital stock of the company has also been increased by \$5,000.

The Equity Union Grain Company of Benkelman, Neb., has been sold to the Farmers Grain Company which was recently organized there. This also includes the elevator at Max. The new firm will not operate the Max elevator.

George Gano of Hutchinson, Kan., has bought four new Rock Island Elevator from the Kansas Flour Mills Company which gives him a total of



45 elevators. The elevators are located at Fowler, Bucklin, Minneola and Bloom and give him a complete chain from Greensburg to Plaines.

A 30,000-bushel elevator addition is to be built for the Baty Grain Company of Plains, Kan. The company is installing ball bearings on the shafting, two distributors and a dust collector.

The elevator of the Kansas Flour Mill Company at Mullinville, Kan., has been bought by the Farmers Elevator Company. Charles Tanner has been manager of the elevator for 20 years.

The elevator of the Jetmore Co-operative Elevator Company of Jetmore, Kan., has been sold to J. E. Reed, J. A. McDowell, L. Raser and C. H. Guthrie. Mr. McDowell will be in charge.

A new elevator is to be built at Marsland, Neb., replacing the one which is being torn down. It will be finished by July 1. G. H. Young is mentioned as being interested in the elevator.

The gasoline engine in the plant of the Brock Grain Company at Buffalo, Kan., has been replaced by an electric motor. They are also installing new corn sheller and other elevator equipment.

The old grain elevator of the Farmers Union at Elmwood, Neb., which has been used for 43 years is being torn down and will be replaced by a modern house. Stewart Lyle is business manager of the union.

The lumber and coal yards of the Crowell Lumber & Grain Company at Newman Grove, Neb., have been bought by the Weller Bros. Company of Omaha, Neb. L. W. Eggert will have charge of the business.

Detailed plans have been completed by the Blair Elevator Company of Atchison, Kan., for the rebuilding of its elevator which burned. The new headhouse will include a mill for manufacture of poultry and stock feed. The concrete storage tanks will be repaired and one of the tanks will be completely relined. They have capacity of 250,000 bushels.

#### IOWA

A grain elevator and feed mill are to be built at Winfield, Iowa, by R. R. Mayberry.

A combined sheller and cleaner has been installed by J. K. Wake of Oskaloosa, Iowa.

Farmers around Rolfe, Iowa, are interested in organizing a farmers co-operative elevator company.

The DeWolf Elevator at Plessis (Hartley P. O.), Iowa, has been bought by the Quaker Oats Company.

Peter Nelson has sold the grain elevator at Hamlin, Iowa, to S. Petersen, who is now operating it.

The Paullina Farmers Grain & Supply Company of Paullina, Iowa, has equipped its plant with a huller.

A new 10-ton Fairbanks Scale has been installed by the Farmers Grain Company at Crocker (Polk P. O.), Iowa.

A new charter has been granted the Farmers Co-operative Elevator Company of Ruthven, Iowa. The capital stock is \$50,000.

The Lavinia Elevator Company at Lavinia, near Rockwell City, Iowa, has been dissolved and the elevator and equipment are being sold.

Wilbur Daugherty who formerly had an interest in an elevator at Rio, Ill., has bought the elevator of R. B. Lacy at Varina, Iowa, and will operate it.

The capital stock of the Farmers Co-operative Elevator Company at Merrill, Iowa, is to be increased and a lumber yard established in connection with it.

The elevator of the Gilchrist Elevator Company at Bristow, Iowa, has been closed down. They will probably resume business in the fall. Elmer Hershey has been manager.

Five steel tanks have been added to the Merchants Elevator at Davenport, Iowa, now owned by the Victoria Elevator Company, making the total capacity 850,000 bushels.

B. L. Nutting is now a member of the firm of Saylor & Wichelman, dealers in grain, stock, etc., at Spencer, Iowa. He was formerly a grain commission, stock and bond dealer at Spencer, Iowa.

#### CANADA

Charles Hunting will open a new company at Winnipeg, Man., to be known as the Hunting Elevator Company, Ltd.

An addition is to be built to the terminal storage of the Bawlf Terminal Elevator Company of Winnipeg at Port Arthur, Ont., adding 1,000,000 bushels to the capacity.

The Northern Grain Company, Ltd., of Winnipeg, Man., has acquired a site here and expects to build a modern plant with a capacity of 2,000,000 bushels within a year.

It is reported that the Reliance Elevator Company, Ltd., is considering an addition to its present

terminal at Port Arthur, Ont. The suggested addition would provide storage for another 1,000,000 bushels of grain. The Reliance Elevator was the last modern terminal built in Port Arthur.

The Barnett-McQueen Construction Company has the contract for the erection of the addition to the Parrish & Heimbecker Elevator at Port Arthur, Ont. The addition will consist of a 600,000-bushel

storage capacity in 20 fireproof tanks. Additions are also being made to the workhouse of the plant. The foundation for the new annex is completed.

The Fegles Construction Company, Minneapolis, Minn., has the contract for the erection of a 1,000,000-bushel elevator at Fort William, Ont. The contract calls for the completion of the structure September 1.

## FIELD SEEDS

(Continued from Page 700)

quoted at 40 cents per 100-pound lots compared with 44½ cents a month ago, while French seed is ½ cent lower at 30 cents duty-paid. Arrivals during the month were 1,400 bags, compared with about 5,750 for the preceding month.

White Clover was mentioned as a fairly good "mover" for a time and as arrivals from Europe were light; totalling only about 170 bags against about 380 in March, prices were steadily sustained. The restricted outlet and the general sagging movement had their effect later and the basis for 100-pound lots is now 30 cents compared with 32 cents a month ago.

Crimson Clover was of interest mainly as a theme of conjecture regarding future developments. Although it was too early to expect any demand of importance reliable distributors asserted that Crimson was readily salable on a 100-pound lot basis of 17 cents duty-paid. As to the future, it was stated that French advices reported that old-crop Clover had been well cleaned up and that seed two years old was changing hands among dealers at the equivalent of 14@15 cents c.i.f. N. Y.

Sweet Clover was inactive early in the month, but showed considerably more life when the principal holders lowered the 100-pound lot basis from 14 cents to 13½ cents. However, even this improvement failed to satisfy those who were anxious to cut their stocks to the minimum and on the late price cutting movement, the basis dropped abruptly to 12 cents.

Alsike was in better demand at the outset, partly because some holders cut the price for 100-pound lots to 38½ cents, though others still quoted 39 cents because of dwindling stocks. The latter, though, were evidently more than many wished to carry over the season's end and as demand gradually faded, more selling pressure developed, resulting in the establishment of a 37 cent basis.

Alfalfa enjoyed some improvement in demand early in the period which encouraged some holders to raise the price to 20½ cents for 100-pound lots. The further increase in demand generally hoped for failed to materialize and the former price of 20 cents was subsequently re-established; this being one of the few items to suffer no loss for the month.

Fancy Kentucky Bluegrass is also quoted on last month's basis of 21¼ cents for 100-pound lots. Seemingly the better demand noted early in the month served to cut supplies to such an extent that holders felt no necessity of offering concessions in order to do more business when demand fell off toward the last. Only 20 bags were exported during the month.

Redtop was in better demand early in the month and some holders put the 100-pound lot basis 1 cent higher at 27 cents, but the general decline carried it down to 25 cents later. For a time the unhulled variety was reported as notably popular with lawn grass seed mixers. No exports were reported.

Timothy was dull and irregular early in the month, being quoted at 6½@7 cents, but later the inside figure was generally regarded as proper for 100-pound lots. As a result of previous transactions, about 1170 bags were exported, compared with about 2,000 during March.

#### BADGER STATE SEED NEWS

By C. O. SKINROOD

Milwaukee seedsmen just have one tale this spring and that is the delayed season and the excessive rains in all sections of Wisconsin which have slowed up farming operations. Consequently, much of the planting of grass seeds which usually takes place in April will not happen until May, and perhaps not at all. However, despite the many rains, the sales of seeds have been fairly good because of the highly favorable weather conditions earlier beginning with March and February which lead to the belief that spring would be a lot earlier than usual.

Because of the cold, wet season, the Red Clover market did not prove to be as strong as expected. The supply of domestic Red Clover it was thought at one time, would be exhausted soon because of the big demand together with very restricted holdings, but it proves to be ample for all needs.

The Timothy seed market was very well sup-

plied and there is still plenty of it available, according to the local dealers. However, the buying proved to be larger than expected. The price was low, the dealers report, and this was a big factor with Red Clover above the \$40 mark.

The Alsike supply, which was reported very scarce earlier in the season, also proved to be more than ample. The late season also put a crimp in the demand in this part of the market.

It is too early yet, dealers of Milwaukee point out, to know just what the total Alfalfa buying is going to be as there is still several weeks of time yet for sowing this seed. At any rate, the dealers declare, the early demand for Alfalfa was by no means up to expectations even though the buying in the aggregate was large. Wisconsin seed dealers have been so accustomed for years to seeing the Alfalfa demand grow and multiply that they expected a repetition of the usual jump in the demand this year, but it did not take place.

Sweet Clover seed has been pretty well cleaned up and there is not much left for sale, according to the leading Milwaukee dealers. In this field of grass seeds, the demand held up pretty closely to expectations. The White Clover trade is largely nominal, the dealers report with very little trading.

The corn planting season of Wisconsin and the Northwest has been so much delayed that the seed corn demand has not developed either as was expected. There are still predictions that seed corn will be scarcer and scarcer as the planting season gets into full swing.

The Wisconsin College of Agriculture reports that more than 40,000 Alfalfa bacteria cultures have been sent out to farmers this spring. Each culture is large enough to inoculate about 20 pounds of seeds, or enough to seed one acre to Alfalfa. Farmers have also asked the department for 8,000 Red Clover and pea cultures. Alfalfa and Sweet Clover employ the same kind of bacteria in nitrogen fixing but Red Clover and peas also must have their own kinds of active bacteria. The bacteria are supplied in small bottles at a cost of 25 cents each. The demand this year is setting new high records. From 1,000 to 2,000 Alfalfa cultures are now going out daily to Badger farmers.

#### WESTERN SEED DEALERS MEET

On April 23, members of the Western Seedsmen's Association held their twenty-seventh annual convention at Omaha, Neb. Interesting discussions were conducted following talks by Prof. E. M. Page of the Missouri Agricultural College; J. C. Robinson, Howard Earl and B. F. Sheehan. Max Wilhelmi was re-elected president of the association.

#### PACIFIC SEEDSMEN TO MEET

On May 24 and 25, members of the Pacific States Seedsmen's Association will convene at Sacramento, Calif., for their annual meeting. The association has been holding group or regional meetings throughout the year and believes that this, its second meeting, will be highly successful. Wm. A. Ward of the Wm. A. Ward Seed Company, the Lagomarsino Bros., and the Valley Seed Company, all of Sacramento, Calif., are in charge of the arrangements. Dr. E. O. Pieper is president.

#### ALBERTA EXPORTS SEED

For the first time in the history of the province, Alberta is shipping Alfalfa seed to Denmark this year. An order for 50,000 pounds of Grimm Alfalfa seed has been placed by Danish growers with Alberta growers. The total production of Alfalfa seed in Alberta in 1926 was 500,000 pounds, compared with 300,000 pounds the year previous.

W. D. Fee has opened the City Seed Store at Kokomo, Ind.

Vick Smith is in the retail seed business at Bowling Green, Ky.

An addition is being made to the cleaning plant of the Pieters-Wheeler Seed Company at Gilroy, Calif.

The Philadelphia (Pa.) Seed Company has leased offices and warehouse space at Brooklyn, N. Y., in



the Bush Terminal. Charles C. Chanler is in charge.

A warehouse for handling seed and feed may be erected at Nevada, Mo., for J. K. Hill.

The I. L. Radwaner Seed Company, Inc., has established a new distributing warehouse at New York, N. Y.

A new retail seed store has been opened at Chicago, Ill., by the Leonard Seed Company, wholesale garden and field seedsmen of Chicago.

The Washington-Idaho Seed Company has been incorporated at Spokane, Wash., by F. C. and L. V. Sloan. The company is capitalized at \$50,000.

The Farmers Feed & Seed Store at Worthington, Ind., has been bought from S. A. Travis by William Fiscus. Frank Heaton remains as manager.

A field seed, poultry feed and supply store has been opened in a warehouse at Biltmore, N. C., by the Biltmore Seed Company. T. W. Underwood is manager.

The Morgan Seed & Feed Company at Wichita Falls, Texas, has been bought by Glenn L. Berry. The company will operate as the Berry Seed & Feed Company.

A warehouse is to be built at Harlingen, Texas, for the Sherman Seed Company of Sherman, Texas, to take care of the wholesale seed business of the company.

The capital stock of the Alf Christianson Company of Mt. Vernon, Wash., has been increased from \$30,000 to \$80,000. The company conducts an extensive seed business.

The old Wood, Stubbs & Co., building at Louisville, Ky., has been bought by W. P. Hall of the Hall Seed Company. The Wood, Stubbs company has been in its new building for some time.

R. K. McMillan has bought an interest in the W. K. Letton Seed Company at Atlanta, Ga. He has been in the seed business for 25 years and has been with the Letton company for nine.

Hubert Roach is now with the Rudy-Patrick Seed Company of Kansas City. He was for eight years manager of the Bates City Elevator & Mercantile Company of Bates City, Mo., where he is succeeded by Rector Owings.

The Cache Valley Seed & Produce Company has been incorporated at Logan, Utah, capitalized at \$50,000. The incorporators and officers of the company are: R. H. Smith, president; J. Max Tool-

son, vice-president and treasurer; John P. Toolson, William O. Smith and George A. Toolson, directors.

The articles of incorporation of A. Waller & Co., Henderson, Ky., have been changed decreasing the capital stock of the firm from \$370,700 to \$355,700. The company has operated a string of corn elevators in Kentucky for a number of years.

To handle seed corn and other kinds of seed, the G. D. Sutton Company, Inc., has been incorporated at Mason City, Ill., capitalized at \$150,000. Gertus E. Sutton, C. A. McHarry and Lloyd K. Ellsberry are interested.

## Hay, Straw and Feed

The feed business of J. D. Harrison at Warren, Ark., has been sold to T. H. Wooten of Helena.

The feed brokerage business of Robert A. Smith at Albany, N. Y., has been discontinued by him.

A large hammer mill has been installed by the Farmers Grain & Seed Company of Grelton, Ohio.

A new brick building is now occupied by the Maricle Coal & Feed Company of Wichita Falls, Texas.

A new feed and flour warehouse is to be built at Buffalo Center, Iowa, for the Farmers Elevator Company.

J. T. Lawson is manager of the new Community Feed Store which has opened for business at New-castle, Ind.

The interest of J. W. Payne in the R. A. Mayhew Feed Company of Franklin, Ky., has been sold to Mr. Mayhew.

A new lumber shed and storage warehouse for feeds are to be built at Stockton, Ill., for the Stockton Co-operative Association.

A new feed mill has been installed by the Farmers Elevator Company of Manteno, Ill. A new building has been erected for it.

The Bellevue Feed Company has been organized at Bellevue (Santa Rosa P. O.), Calif., by the Nelligan Bros., feed dealers of Santa Rosa.

A retail poultry and dairy feed business is to be conducted at Miami, Fla., for the Amco Feed Company which has leased a building there for that purpose.

A new building is to be constructed at Tipton, Okla., by the C. A. Edwards & Son Feed & Coal Company on the site of the old structure which was torn down.

The LaCrosse Feed & Storage Company of La Crosse, Wash., will add to its warehouse capacity bringing the total to 100,000 sacks. E. S. Knowlton is manager.

The Fisher Lambert Feed & Coal Company was recently incorporated at Anderson, Ind. Thomas C. Fisher, Homer P. Lambert and Neil McCullough are interested.

Ted Rike, a wholesale hay dealer of Tulsa, Okla., has bought the feed store of Denver and Toner Adrean at Sand Springs, Okla. Denver Adrean will continue the store.

The Atlantic Feed & Supply Company has built a new distributing warehouse at West Palm Beach, Fla., for Purina feeds which it handles. C. G. Traub

## COLORADO ALFALFA MEAL

All Grades and Grinds.  
We specialize on Fine Ground for  
Poultry Mash.

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Lamar, Colorado

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**WHOLESALE ONLY**



**M. F. MANGELSDORF & BRO.**  
ST LOUIS MO.

## FIRES

Maloy, Iowa.—Fire destroyed the elevator of H. L. Augustine last month.

Ingram, Wis.—The G. L. Wise General & Feed Store was destroyed by fire.

Ponca, Neb.—Lightning struck the elevator of O. I. Newton and destroyed it.

Muir, Mich.—The warehouse of Emery S. Danner was destroyed by fire on May 4.

Council Grove, Kan.—The R. R. Dodderidge Elevator was destroyed by fire here.

El Paso, Texas.—Fire damaged the property of the Heid Bros., including quite a bit of hay.

Buffalo Hart, Ill.—The plant of the Buffalo Hart Grain Company was destroyed by fire on April 20.

Keokuk, Iowa.—Fire destroyed the grain elevator of the O. A. Talbott Company with a loss of \$100,000.

Ambrose, N. D.—The Northland Grain Elevator and 15 carloads of grain were destroyed by fire on April 30.

Memphis, Tenn.—Fire damaged to the extent of \$15,000 the property of the Oliver Tucker Seed Company here.

Grantville, Kan.—The grain elevator here owned by J. J. Merillat was damaged by fire to the extent of \$10,000.

Denver, Colo.—The grain elevator of the Tramway Company was destroyed by fire. The building was valued at \$20,000.

Nicholasville, Ky.—Fire damaged slightly the roof of the elevator property of the C. T. Ashley Company on April 4.

Joice, Iowa.—Fire on April 6 destroyed the elevator here. It was partly covered by insurance. The loss was \$18,000.

Percival, Iowa.—The elevator of the Good Bros. was destroyed by fire on May 1. The elevator and contents were insured.

Des Moines, Iowa.—The grain elevator of the A. B. Fogarty Company was damaged by fire with a loss amounting to \$50,000.

Follett, Texas.—Fire destroyed the Farmers Elevator owned by Albert Liske and Ed Balderston. It contained no grain at the time.

Kansas City, Mo.—On April 24 fire destroyed the warehouse of the Ryan Coal & Grain Company

**SEEDS** BETTER SEEDS; BETTER CROPS  
**PRUNTY SEED & GRAIN CO.**  
9 South Main St. SAINT LOUIS



with a loss of about \$7,000. John E. Ryan is secretary of the company.

San Antonio, Texas.—Fire damaged to the extent of \$15,000, the building and contents of the Southern Grain & Feed Company.

New Salem, N. D.—Locomotive sparks are given as the cause of the loss by fire to the plant of the Occident Elevator Company on April 27.

Glenwood Park (Kearney P. O.), Neb.—The elevator of the Farmers Grain & Livestock Company was destroyed by fire with a \$12,000 loss.

Cartwright, N. D.—Fire damaged the property of the Tenny Elevator Company. The office building is being replaced and the elevator repaired.

Middlesboro, Ky.—The property occupied by the Pinnacle Wholesale Company, feed dealers, was destroyed by fire. J. H. Yeager was manager.

Wagoner, Okla.—Fire destroyed on April 8 the elevator of the Gilbert Grain Company. Lightning caused the fire. The loss amounted to \$13,000.

Glenbrook, Conn.—Fire of unknown origin on April 15 destroyed the grain and feed warehouse of the Davis-Schofield Company with loss of \$15,000.

Lawton, Iowa.—The elevator of Hans Brenner and a dwelling house were completely burned. The total damage was \$14,000. The fire started in the elevator.

Blue Springs, Neb.—The Farmers Co-operative Elevator was destroyed by fire when struck by lightning. Loss about \$6,000, partly covered by insurance.

Madison, S. D.—Considerable property here including the Owen & Paulson Elevator was destroyed by fire which is believed to have been caused by spontaneous combustion.

South Boston, Mass.—Fire damaged on April 13 the warehouse of the Corn Products Company with a loss of \$20,000. Most of the damage was done by water from the engine.

Hebron, Ind.—Fire destroyed the property of the Hebron Co-operative Equity Union Exchange on April 20. The fire was supposedly started when burglars broke in and blew the safe.

Cairo, Ill.—The 600,000-bushel elevator of the Halliday Elevator Company with 200,000 bushels rye and oats was destroyed by fire on April 21. The building was a landmark of the district.

Ashland, Pa.—The warehouse and contents of Harry Hunter, grain dealer, on April 14 were destroyed by fire with a loss of more than \$10,000. The fire is believed to have been started by an incendiary.

Diamond, Wash. — The old Lippitt Warehouse owned by the Pacific Coast Elevator Company and leased by the Farmers Warehouse Company was destroyed by fire on April 18 with from 400 to 500 sacks of grain.

Joplin, Mo.—The elevator of the Hanna-Pate Grain Company was damaged by fire on April 27. The stock in the warehouse which was stored under the name of the Boyd-Pate Grain & Milling Company, was also damaged.

Sherman, S. D.—The Cargill Elevator at this point was completely destroyed by fire on April 26. T. T. Winger was manager of the elevator. There were 7,000 bushels grain in the elevator at the time of the fire and all was lost.

Pembina, N. D.—The elevator of the Pembina Grain Company was destroyed by fire together with 10,000 bushels grain. The building was insured. The fire originated either from defective wiring or from hot box in the cupola.

Cavalier, N. D.—The grain elevator here owned by McCabe Bros., who operate a line of elevators

(Continued on Page 706)

## SALESMEN WANTED

Side line. Take orders for our "Kilto"—the perfect potato, tobacco, truck and tree spray. No collecting. Big commission. W. A. ALLEN, Pitts-town, N. J.

## POSITION WANTED

As miller in corn goods and feed mill where all kinds of mill feed, corn meal, grits, poultry and dairy feeds are manufactured. Am experienced in this line of milling, also repairing and millwright work. K., Box 3, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

## POSITION WANTED

As manager of country elevator. Am fully experienced and capable in the elevator and grain business, also expert bookkeeper and accountant. Thirty years of age. Can give best of reference as to character and ability. MANAGER COUNTRY ELEVATOR, Box 5, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

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## For Sale

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#### SPIRAL CONVEYOR FOR SALE

Slightly used standard make. Approximately 300 feet. Buyers and sellers of obsolete shipping containers. H. M. ALPERIN, Cambridge, Mass.

#### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

#### FOR SALE AT SEASONABLE PRICE

One six-bushel Fairbanks' Automatic Scale; one Rich Ring Grader, four cylinders; one power shovel, two scalping machines; one eight-foot flexible loading spout. FRANK B. HOAG GRAIN COMPANY, Waukesha, Wis.

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For good parts the following: Tractors—Avery, Aultman-Taylor, Minneapolis, Titan, Mogul, Hart-Parr, Heider, Parrett, Emerson, Huber, Rumely, Waterloo, Sandusky, Ohio, Pioneer, Case, Reeves, and others. Steamers—Avery, Reeves, Case, Rumely, Russell. Separators—Rumely, Case, Minneapolis, Nichols-Shepard, Reeves. Bargain in used and rebuilt machinery. Good used motors a specialty. BARR BROS., Hobson, Mont.

## ELEVATORS AND MILLS

#### FOR SALE IN INDIANA

A 12,000-bushel iron clad elevator located at Williamstown; on private ground. Excellent grain territory. SANDUSKY FARMERS ELEVATOR CO., R. F. D. No. 1, Greensburg, Ind.

#### FOR SALE IN SANDUSKY, IND.

A 40,000-bushel fully equipped elevator, iron clad, on private ground; two large warehouses; 24-ton truck scale; coal yard. SANDUSKY FARMERS ELEVATOR CO., R. F. D. No. 1, Greensburg, Ind.

## FOR SALE

Modern, well equipped 20,000-bushel cribbed grain elevator with plenty of buildings and convenient trackage to handle the large coal, flour, feed and grain business of the present company. Also large two-story brick office and salesroom, all conveniently located near the center of Grinnell, a college city of about 5,000 in central Iowa. Total sales and purchases last year over a quarter of a million. Have been doing a cash business for the last four years. Reason for selling, a very large number of stockholders have moved from the farm or left the community and not directly interested. FARMER'S ELEVATOR COMPANY, John Evans, Secretary. Grinnell, Iowa.

## RECEIVER'S SALE OF ELEVATOR PROPERTY

Notice is hereby given that at the front door of the Court House at Spencer, Iowa, on Tuesday, May 17th, 1927, at 2:00 o'clock p. m. the elevators and all properties in connection therewith at Albert City, Marathon, Gillett Grove, Raleigh, and Royal, all in Iowa, being the property of the DeWolf Grain Company of Spencer, Iowa, now in the hands of the undersigned receiver, will be offered for sale at public auction to the highest and best cash bidder, or to the highest bidder submitting sealed bids to be opened at said time, and said line of elevators may be offered singly or as an entire line or in groups, as the receiver may direct, and the right is reserved to reject any and all bids offered, or sell at private sale previous to above date.

M. E. DeWOLF, Spencer, Iowa,  
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#### SWEET CLOVER SEED FOR SALE

Both white and yellow, weed free; \$9 bushel, bags 40c. Bushel size can Inoculating Bacteria, postpaid 50c. E. E. BASIL, Latty, Ohio.

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For free list of bargains in land, farms, groves or homes throughout state, address W. A. MCKEN-NEY, Box 1962, West Palm Beach, Fla.

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Buy a farm home in Western Canada; raw and improved prairie lands. Unequaled opportunity. L. B. HENN, Farm Lands Specialist, Dinsmore, Sask., Canada.

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## Miscellaneous Notices

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#### FOR SALE

EGGS. BUFF ROCK \$6—100. Bradley Barred Rock \$1.50 — 15; all vaccinated. MRS. ELMER LITTLE, Smithfield, Ill.



(Continued from Page 705)

in North Dakota, Montana and Saskatchewan, as the International Elevator Company, was destroyed by fire. It contained 16,000 bushels of wheat and some other grains at the time.

Boyd, Texas.—Fire destroyed M. D. Lewis' grain and feed store. The building was owned by Mrs. Roy Neel and is a total loss. There was no insurance.

Gutman (Sante Fe P. O.), Ohio.—Lightning struck the elevator here owned by Elmer S. Sheets of Botkins and totally destroyed it. The elevator had a capacity of 50,000 bushels but it is not known how much grain was in the house at the time.

Morton, Minn.—Fire destroyed the elevator here of A. N. Dewerd with 21,000 bushels grain. The loss was \$10,000; the property was covered by insurance. It was formerly used as a flour mill but lately there had been a feed mill on the main floor and the rest was used as a warehouse.

San Francisco, Calif.—Fire destroyed the warehouse and elevator of the Islais Grain Terminal Corporation with \$130,000 loss. Considerable grain was also destroyed. It was owned by the state but operated under lease to E. C. Horst, E. L. Ayers, C. B. Westrope, and the Kerr-Gifford Company.

## OBITUARY

ANDERSON.—Harry E. Anderson died recently at Galveston, Texas. He was for years grain inspector on the Board of Trade of the Cotton Exchange there.

AUGUSTINE.—L. B. Augustine died from injuries received when he fell from the elevator shaft in the elevator of the United Grain Growers Company. He was connected with this elevator located at Ft. Saskatchewan, Alta.

BEAUX.—John Beaux died at Calvary, Wis. He was a feed dealer and at one time conducted the Beaux Mercantile Company at Nome, Alaska, where he handled practically all of the feed used in that territory.

COHEN.—Louis J. Cohen of Dubuque, Iowa, died on April 7 of heart failure. He was a representative of the Northwestern Feed Company of Minneapolis.

DANIELS.—William Daniels died at Buffalo after a brief illness. He was office manager for the Buffalo Grain Company. He had been associated with various grain companies in Buffalo for 50 years.

DANIELS.—William Daniels died on April 18 at the age of 75 years. He had been in the grain and shipping business at Buffalo for 50 years. He was at one time superintendent of the Erie Railroad Elevator and for some time was office manager of the Buffalo Grain Company. Two sons and a daughter survive him.

ELMORE.—E. W. Elmore of the Elmore Milling Company of Oneonta, N. Y., died on April 15. He was formerly president of the New York State Feed Manufacturers Association, vice-president of the United States Feed Distributors Association and president of the American Feed Manufacturers Association. He was formerly in the grain business on the Chicago Board of Trade.

FERGUSON.—John M. Ferguson, a pioneer grain man and banker, died on April 28 at his home in Hastings, Neb. He was 89 years old.

GALLOWAY.—Allison F. Galloway died on April 3 from appendicitis. He was president of the Platte Valley Seed Company of Ft. Morgan, Colo.

GOLDSMITH.—Jacob Goldsmith died on April 1 at St. Louis, Mo. He had been in the seed business for a good many years as Jacob Goldsmith & Co.

HANSEN.—Henry F. Hansen, a retired grain dealer of Seattle, Wash., died aged 80 years at his home on April 5. He retired a number of years ago.

HULL.—M. A. Hull died at Hawkeye, Iowa, where he had been engaged in the feed and poultry business.

KITTELL.—Deane V. Kittell died recently aged 37 years at La Fayette, Colo. He was manager of the Longmont Farmers Milling & Elevator Company.

KUHN.—Henry W. Kuhn died recently aged 70 years. He was formerly associated with the F. M. B. A. Elevator Company and the Highland Brewing Company. He died at Chicago where he had lived for several years.

MCCORD.—J. W. McCord, secretary of the Ohio Grain Dealers Mutual Fire Insurance Association and ex-secretary of the Ohio Grain Dealers Association died at Columbus, Ohio, on April 27. Further details appear elsewhere in this issue.

McKEEVER.—R. Townsend McKeever of Charles Sincere & Co., Chicago brokers, died recently in Sweden. He was a member of the Chicago Board of Trade, Chicago Stock Exchange and the New York Stock Exchange.

NALDRETT.—William T. Naldrett died recently at Alma, Mich. He was vice-president and general manager of the Alma Grain & Lumber Company.

NORTH.—Malcomb J. North died on April 21. He was connected with the hay trade in Kansas City, Mo., for more than 20 years. He died at Phoenix, Ariz., where he was in the employ of North & Co., as buyer of Alfalfa hay. Until recently he had operated under the name of the Mutual Hay Company.

O'NEILL.—Pneumonia caused the death of T. J. O'Neill of New York City. He started in the grain business 32 years ago with Maguire & Rodger and later formed T. J. O'Neill & Co., dealers in grain and cotton oil. Later he was associated with N. W. Peters.

PEARCE.—Jackson R. Pearce died recently at his home in Quincy, Ill. He was at one time in the grain business at Chatten, Ill. His widow, two daughters and one son survive him.

PEMBER.—James Pember died recently. He was senior member of the grain firm of the Pember Grain Company of Cowgill, Neb.

SHELDON.—Harvey Russell Sheldon died at his son's home in Kansas City, Mo., on April 14. He was formerly in the grain business as head of the H. R. Sheldon Grain Company which had elevators in Kansas and Nebraska.

SNYDER.—Edward Snyder died on May 5 at Ft. Wayne, Ind., aged 54 years. He was superintendent of the elevator of the Studebaker Grain & Seed Company of Bluffton, Ind., and had been in the seed and feed business there for 22 years.

SOUTHWORTH.—E. L. Southworth died on April 21 at his home in Toledo, Ohio. He was at the head of the grain and seed company of Southworth & Co.

TEFFT.—Asa P. Tefft died recently aged 68 years. He was a member of the New York Produce Exchange and was a pioneer grain trader on that market.

THAYER.—D. W. Thayer died of heart trouble. He was manager of the Council Bluffs Seed Company of Council Bluffs, Iowa. Mr. Thayer was 65 years old when he died.

TODD.—Robert M. Todd died at his home in Halstead, Kan., aged 76 years. He had been in the grain business for 51 years.

TREGO.—Charles T. Trego died at his home in Chicago aged 90 years. He had been a member of the Board for 65 years and up to the time of his death maintained an office and an active interest in grain trading. He came to Chicago in 1882 and entered the grain commission business. Two children survive him.

UMPLEBY.—James F. Umpleby died aged 66 years. He was a widely known grain elevator owner of Pana, Ill. His widow and one son survive.

UNLAND.—Henry George Unland died on April 14 at Delavan, Ill., aged 82 years. He had been in the grain business for years at Emden, retiring 10 years ago. His widow survives him.

WATERMAN.—Lawrence J. Waterman, a grain dealer of San Francisco, Calif., died recently.

ZINN.—Albert Zinn died on April 23 from heart trouble. He was president and organizer of the Milwaukee-Western Malt Company and a member of the Milwaukee Chamber of Commerce. He started in as the Zinn Malting Company, then became the Milwaukee Malt & Grain Company and later changed the name to the Milwaukee-Western Malt Company.

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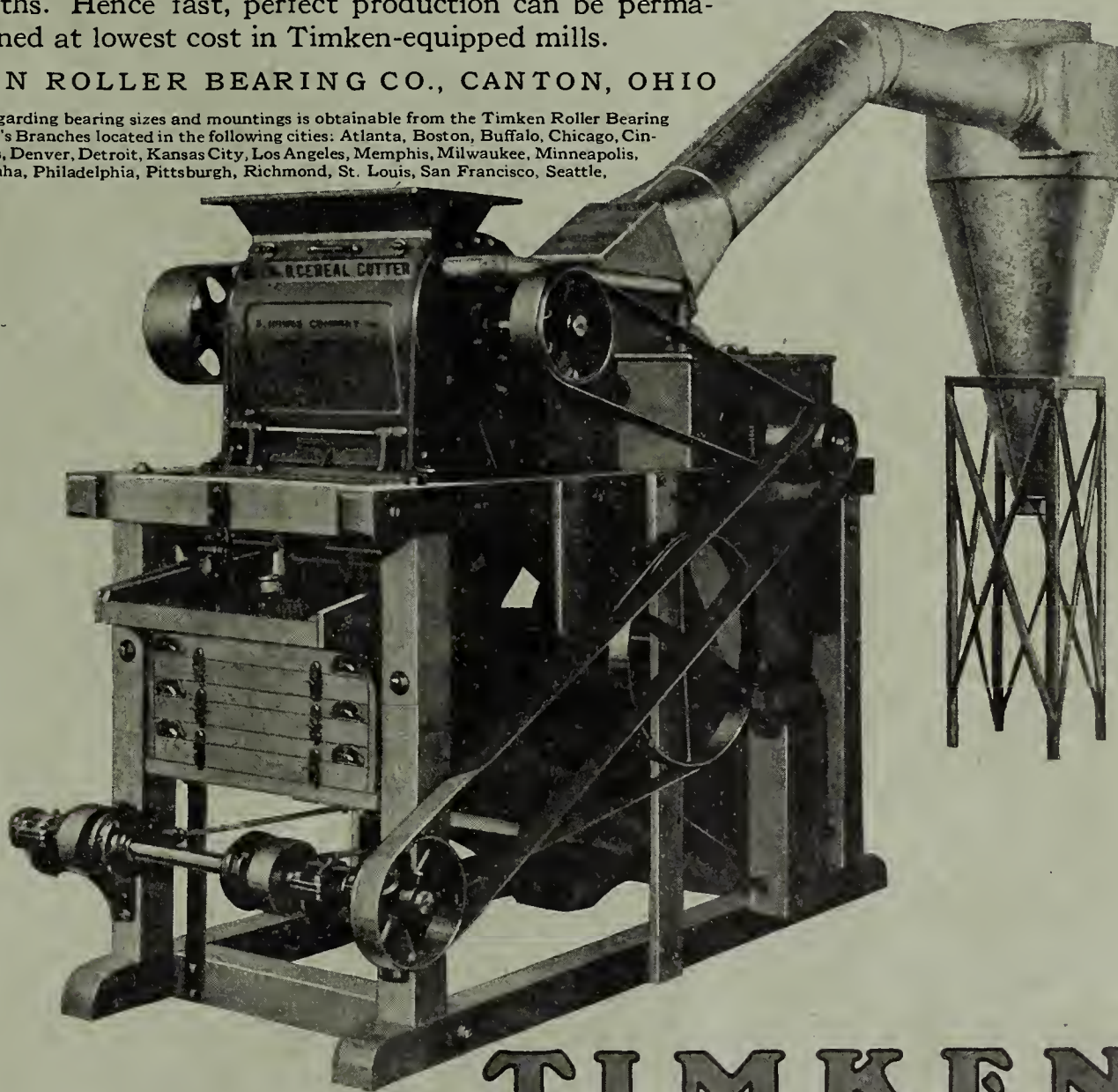
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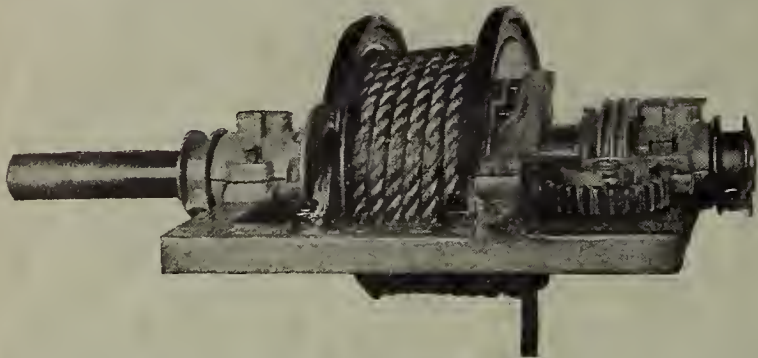


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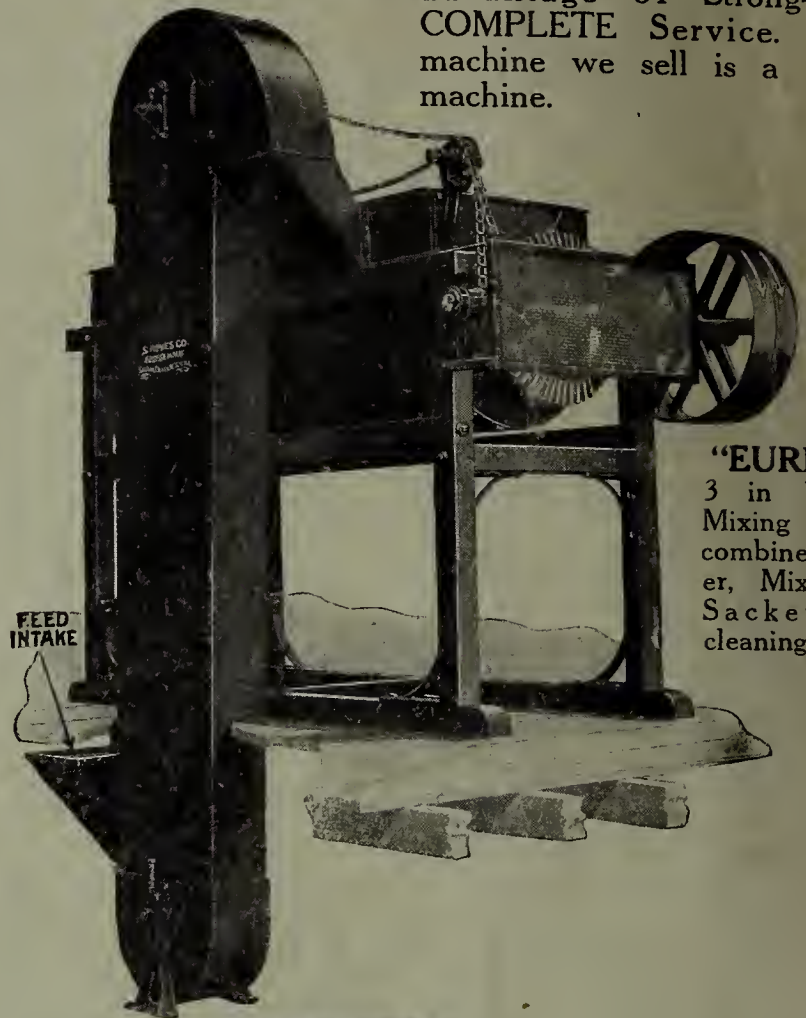
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